

# Cash Box

SEPTEMBER 9, 1961



Of the many talents who have made the jump from vocal group work to solo status, Atco Records' Ben E. King has been one of the most successful. King attracted national attention with the Drifters as lead voice on such hits as "There Goes My Baby" and "Save The Last Dance For Me." As a solo act he clicked with "Spanish Harlem," had a smash in "Stand By Me" and is currently riding high with "Amor." Above, Ben is seen on the phone with his "Amor" and in the backdrop is his first Atco LP. King just completed a stint at the Peacock Lounge in Atlanta and heads back to New York for recording sessions.



SPIN IT! STOCK IT! SELL IT!

# 'FEEL IT' SAM COOKE

Sam Cooke wrote this rockin', swingin' successor to "Cupid"...and he's got another smash for sure! Full-color sleeve, available in Compact 33 and 45 rpm. 7927



**RCA VICTOR**

The most trusted name in sound







FOUNDED BY BILL GERSH

# Cash Box

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## Cash Box

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# The Sound Business

In the past five years, amazing strides have been made in the field of recorded sound. So great have been these improvements that many recordings made less than a decade ago in the simple, unpercussive, monaural technique seem to be empty when compared with those of today.

There are, of course, many magnificent performances on these older records, performances which may never be duplicated merely by re-recording some of the masters in the more modern techniques. For when an artist is "right" his great performance can never be replaced by sound.

But in the increasingly competitive record world where a consumer must make a decision as to which one out of a possible dozen he will buy, then sound becomes an important factor. In many cases, the consumer will buy sound over performance and will pay a higher price for such products as well.

It is most encouraging to note that, no matter how great the improvement in sound during the past half-decade, there are still engineers, musicians and record executives looking for still better and better sound.

A few weeks ago, London Records introduced what it calls "phase 4 stereo," a technique which records one section of an orchestra at a time and is described as the "best method of doing away with

leakage into distant microphones." The recording technique is significant not only for its exciting sound and clarity but also because it was introduced by London, a label which has won the respect of the consumer thru its FFRR curve as a company with excellent sound.

Last week, Command Records, a label which during the past year or two has made almost unbelievable gains in the world of stereophonic recording, introduced its latest effort to improve recordings of larger orchestras, when it debuted its "Stereo 35 MM," a new series of albums recorded on 35 MM film.

Although Command is not the first company to employ 35 MM film for recordings, the Command name has become synonymous with good stereo sound recordings. This plus the fact that the first 35 MM album Command has produced has excellent sound could result in another successful advance in the field of stereo.

It is, of course, too early to tell how either of the new series will do. There is always doubt about the potential of such innovations. The same doubt existed when Command issued its first percussive merchandise. But the result is now history.

There is probably no end to the progress that can be made in the field of sound. It's a tribute to the minds of our industry how rapidly such techniques are developed and improved.





# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—SEPTEMBER 9, 1961

	Position 9/2	8/26		Position 9/2	8/26		Position 9/2	8/26
1—MICHAEL ★HIGHWAYMEN-United Artists-258 COLLEGE THREE-Myers-114	1	1	36—NAG ★HALOS-7 Arts-709	37	47	68—STARLIGHT, STARBRIGHT ★LINDA SCOTT-Canadian-American-127	56	50
2—TAKE GOOD CARE OF MY BABY ★BOBBY VEE-Liberty-55354	3	21	37—FRANKIE AND JOHNNY ★BROOK BENTON-Mercury-71859	62	—	69—HATS OFF TO LARRY ★DEL SHANNON-Bigtop-3075	43	18
3—WOODEN HEART ★JOE DOWELL-Smash-1708 GUS BACKUS-Fono-Graf-1234 DAVE KENNEDY-Cuca-1036 LI'L WALLY-JayJay-246	4	5	38—MORE MONEY FOR YOU AND ME MEDLEY ★FOUR PREPS-Capitol-4599	63	88	70—SUMMER SOUVENIRS ★KARL HAMMEL JR.-Arless-1007	60	68
4—HURT ★TIMI YURO-Liberty-55343	5	7	39—SOLITAIRE (SINCE YOU'RE GONE) ★EMBERS-Empress-101	36	38	71—ONE TRACK MIND ★BOBBY LEWIS-Beltone-1012	94	—
5—SCHOOL IS OUT ★U.S. BONDS-Legrand-1009	2	2	40—HIS LATEST FLAME ★ELVIS PRESLEY-RCA-7908	50	80	72—YA YA ★LEE DORSEY-Fury-1053	84	—
6—THE MOUNTAINS HIGH ★DICK & DEEDEE-Liberty-55350	8	26	41—EVERY BREATH I TAKE ★GENE PITNEY-Musicor-1011	46	56	73—CINDERELLA ★PAUL ANKA-AVC-10239	81	86
7—DOES YOUR CHEWING GUM LOSE ITS FLAVOR ★LONNIE DONEGAN-Dot-15911	11	24	42—BIG COLD WIND ★PAT BOONE-Dot-16244	51	64	74—JUKE BOX SATURDAY NIGHT ★NINO & THE EBB TIDES-Madison-166	79	99
8—MY TRUE STORY ★JIVE FIVE-Beltone-1006	20	33	43—HILLBILLY HEAVEN ★TEX RITTER-Capitol-4567	28	30	75—I'M A TELLING YOU ★JERRY BUTLER-Veejay-390	44	35
9—WHO PUT THE BOMP ★BARRY MANN-ABC-10237	14	23	44—WATER BOY ★DON SHIRLEY-Cadence-1392 TEDDY ROSS-Dolton-46	45	48	76—TAKE FIVE ★DAVE BRUBECK-Columbia-41479	88	—
10—YOU DON'T KNOW WHAT YOU'VE GOT ★RAL DONNER-Gone-5108	12	14	45—I WAKE UP CRYING ★CHUCK JACKSON-Wand-110	47	52	77—SAD MOVIES (MAKE ME CRY) ★SUE THOMPSON-Hickory-1153 LENNON SISTERS-Dot-16255	100	—
11—CRYING ★ROY ORBISON-Monument-447	18	32	46—LOVER'S ISLAND ★BLUE JAYS-Milestone-2008	53	66	78—RIGHT OR WRONG ★WANDA JACKSON-Capitol-4553 DEBBY REYNOLDS-Dot-16225	49	43
12—LITTLE SISTER ★ELVIS PRESLEY-RCA-7908	24	59	47—SEA OF HEARTBREAK ★DON GIBSON-RCA-7890	40	20	79—QUARTER TO THREE ★U.S. BONDS-Legrand-1008	52	22
13—LAST NIGHT ★MAR-KEYS-Satellite-107 PLAYBACKS-Round	7	4	48—KISSIN' ON THE PHONE ★PAUL ANKA-ABC-10239	58	74	80—THEME FROM SILVER CITY ★VENTURES-Dolton-44	82	90
14—TOSSIN' & TURNIN' ★BOBBY LEWIS-Beltone-1002	6	3	49—YOU MUST HAVE BEEN A BEAUTIFUL BABY ★BOBBY DARIN-Atco-6206	71	—	81—LONELY STREET ★CLARENCE HENRY-Argo-5395	57	61
15—DON'T BET MONEY HONEY ★LINDA SCOTT-Canadian-American-127	10	10	50—SWEET LITTLE YOU ★NEIL SEDAKA-RCA-7922	55	73	82—BACK BEAT NO. 1 ★RONDELS-Amy-825	68	69
16—I'M GONNA KNOCK ON YOUR DOOR ★EDDIE HODGES-Cadence-1397	13	13	51—NEVER ON SUNDAY ★CHORDETTE-Cadence-1402 DON COSTA-United Artists-234 MELINA MERCOURI-United Artists-304 ABBE LANE-Mercury-71835 NIKI DAVIS-Vesuvius-1027 MAKADOPOLIS-Palette-5060	25	15	83—STICK SHIFT ★DUALS-Sue-745	92	—
17—PRETTY LITTLE ANGEL EYES ★CURTIS LEE-Dunes-2007	9	6	52—DON'T CRY NO MORE ★BOBBY BLAND-Duke-340	54	49	84—HIT THE ROAD JACK ★RAY CHARLES-ABC-10244	—	—
18—I JUST DON'T UNDERSTAND ★ANN MARGRET-RCA-7894	23	28	53—LOOK IN MY EYES ★CHANTELS-Carlton-555	75	—	85—BLACK LAND FARMER ★WINK MARTINDALE-Dot-16243 ★FRANK MILLER-Starday-424	85	97
19—AS IF I DIDN'T KNOW ★ADAM WADE-Coed-553	22	27	54—A THING OF THE PAST ★SHIRELLES-Scepter-1220	35	25	86—YOU DON'T KNOW WHAT IT MEANS ★JACKIE WILSON-Brunswick-55219	—	—
20—AMOR ★BEN E. KING-Atco-6203	19	19	55—TOGETHER ★CONNIE FRANCIS-MGM-13019	30	11	87—I LOVE THE WAY YOU LOVE ME ★PARIS SISTERS-Gregmark-6	90	—
21—A LITTLE BIT OF SOAP ★JARMELS-Laurie-3098	26	34	56—THE ASTRONAUT ★JOSE JIMINEZ-Kapp-409	67	75	88—SWEETS FOR MY SWEET ★DRIFTERS-Atlantic-2117	—	—
22—I FALL TO PIECES ★PATSY CLINE-Decca-31205 DODIE STEVENS-Dot-16200	15	16	57—YEARS FROM NOW ★JACKIE WILSON-Brunswick-55219	61	71	89—JOHNNY WILLOW ★FRED DARIAN-Jaf-2023	86	79
23—BLESS YOU ★TONY ORLANDO-Epic-9452	29	39	58—DON'T CRY BABY ★ETTA JAMES-Argo-5393 BIG SLIM-Savoy-1605	66	100	90—THIS TIME ★TROY SHONDELL-Liberty-55353/ Gold Crest-161	—	—
24—WITHOUT YOU ★JOHNNY TILLOTSON-Cadence-1404	32	42	59—JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTING PLEASANT TASTING GREEN AND PURPLE PILLS ★RAY STEVENS-Mercury-71843	69	81	91—IT'S YOUR WORLD ★MARTY ROBBINS-Columbia-42065	—	—
25—I LIKE IT LIKE THAT ★CHRIS KENNER-Instant-3229	16	9	60—DUM DUM ★BRENDA LEE-Decca-31272	33	12	92—MY BLUE HEAVEN ★DUANE EDDY-Jamie-1200	—	—
26—LET THE FOUR WINDS BLOW ★FATS DOMINO-Imperial-5764	17	17	61—THE WAY YOU LOOK TONIGHT ★LETTERMEN-Capitol-4586 JARMELS-Laurie-3098 TAB HUNTER-Dot-16264	72	94	93—KEEP ON DANCING ★HANK BALLARD & THE MIDNIGHTERS-King-5535	—	—
27—MISSING YOU ★RAY PETERSON-Dunes-2006	27	29	62—HUMAN ★TOMMY HUNT-Scepter-1219	80	93	94—MUSIC, MUSIC, MUSIC ★SENSATIONS-Argo-5391	95	—
28—IT'S GONNA WORK OUT FINE ★IKE & TINA TURNER-Sue-749	38	41	63—YOU'RE THE REASON ★BOBBY EDWARDS-Crest-1075 ★JOE SOUTH-Fairlane-21006 HANK LOCKLIN-RCA-7921	70	92	95—SOMETIME ★GENE THOMAS-United Artists-338	—	—
29—WHEN WE GET MARRIED ★DREAMLOVERS-Heritage-102	39	55	64—MAGIC MOON ★RAYS-XYZ-607	74	85	96—FOOT STOMPIN' (Part 1) ★FLARES-Felsted-8624	98	—
30—LET'S TWIST AGAIN ★CHUBBY CHECKER-Parkway-824	21	8	65—NOW AND FOREVER ★BERT KAEMPFFERT-Decca-31279	59	65	97—ROLL OVER BEETHOVEN ★VELAIRE-Jamie-1198	100	—
31—MEXICO ★BOB MOORE-Monument-446	42	60	66—(HE'S) THE GREAT IMPOSTOR ★FLEETWOODS-Dolton-45	78	—	98—LET'S GET TOGETHER ★HAYLEY MILLS-Vista-385	—	—
32—I'LL NEVER SMILE AGAIN ★PLATTERS-Mercury-71847 WANDERERS-Cub-9094	34	37	67—THE WIZARD OF LOVE ★LY-DELLS-Master-251	73	76	99—I CAN'T TAKE IT ★MARY ANN FISHER-Seg-Way-1001	93	—
33—LET ME BELONG TO YOU ★BRIAN HYLAND-ABC-10236	41	53				100—THE SONG OF THE NAIROBI TRIO ★FORTUNE TELLERS-Music Makers-105	91	96
34—CANDY MAN ★ROY ORBISON-Monument-447	48	62				100—BABY, YOU'RE SO FINE ★MICKEY & SYLVIA-Willow-23000	—	—
35—TRANSISTOR SISTER ★FREDDY CANNON-Swan-4078	31	36				100—ANNIVERSARY OF LOVE ★CASLONS-Seeco-6078	—	—



**THE VOICE THAT SELLS!**

**ADAM  
WADE**

... with a great new fall Smash!

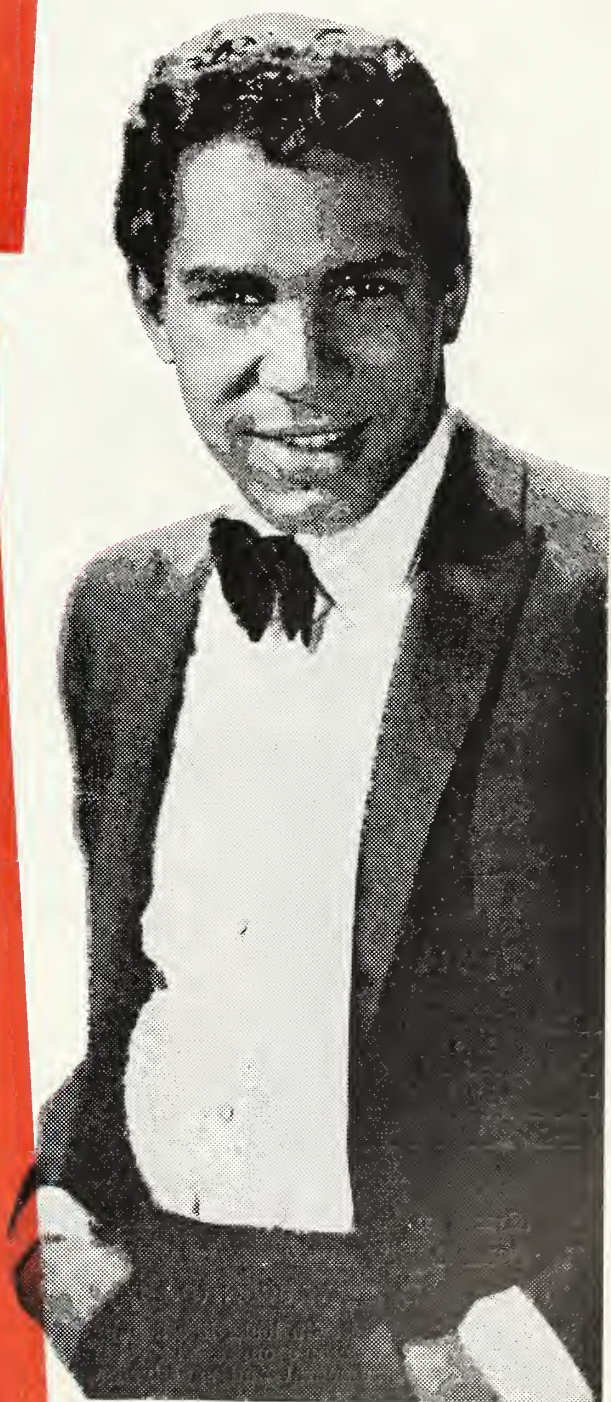
... a Swingin' Side

... a Beautiful Rhythm Ballad

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**TONIGHT  
I WON'T  
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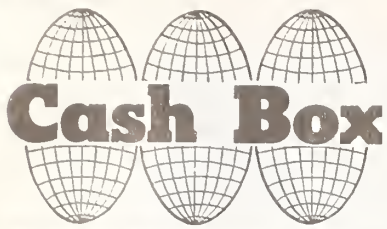


Opening

**COPACABANA**

New York City, Sept. 7th





# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

"SO LONG BABY" (2:03) [Vivki, McLaughlin BMI—Shannon]

"THE ANSWER TO EVERYTHING" (2:35)

[Dolfi, Balmac ASCAP—Hilliard, Bacharach]

DEL SHANNON (Bigtop 3083)

Shannon, who now owns two fantastic hits in "Runaway" and "Hats Off To Larry," appears to be headed towards his third-in-a-row with "So Long Baby." It's another quick-paced entry that Del drives out with money-making finesse. Complete about-face is the beautiful ballad lilter, "The Answer To Everything." Can also step way out.

"DONT BLAME ME" (2:16)

"MUSKRAT" (1:18)

[Robbins ASCAP—McHugh, Fields]

[American BMI—Travis, Hensley, Tex, Ann]

THE EVERLY BROTHERS (Warner Bros. 5501)

Duo takes dead aim at the charts and comes up with another pair of 'sales bullseyes'—one old and one new. The evergreen stand, "Don't Blame Me"—is wrapped up in slow, mood style while the newcomer, "Muskrat," takes a red-hot novelty-rock ride. Release is first in label's 'Plus 2' series that features edited-down versions of artists' oldies clicks ("Walk Right Back" and "Lucille" here).

"MOVIN'" (2:01) [JEC BMI—Black]

"HONKY TRAIN" (2:00) [JEC BMI—Black]

BILL BLACK'S COMBO (Hi 2038)

Here's another winning duo that's sure to keep the Bill Black Combo's long hit chain intact. Big side to watch is "Movin'" a solid driver that'll be collecting loot in no time flat. "Honky Train" is in the more familiar Black Shuffle category. Looks like a double-header.

"RUNAROUND SUE" (2:40) [Just, Mubon BMI—Maresca, DiMucci]

"RUNAWAY GIRL" (2:27)

[Just, Mubon BMI—Greenberg, Baer, Schwartz]

DION (Laurie 3110)

This sensational change-of-pace outing can put the songster back up in top-tensville. Tabbed "Runaround Sue," it's a mashed potatoes-hand-clapper (from the U.S. Bonds school) that Dion and the ork-chorus sock out in money-making fashion. Pretty beat-ballad shuffler flipside.

"FEEL IT" (1:55) [Kags BMI—Cooke]

"IT'S ALL RIGHT" (2:35) [Kags BMI—Cooke]

SAM COOKE (RCA Victor 7927)

Cook's happy chart romance, which recently had "Cupid" working for him, should be in full swing with his latest Victor release, "Feel It." Side's an infectious jumper that Cooke and the Stan Applebaum ork-chorus serve up with teen spirit. The extremely pretty ballad-shuffler, "It's All Right," makes it a twin-threat.

"BERLIN MELODY" (2:26)

[Symphony House Music Pub Corp. ASCAP—Gaze]

"COME SEPTEMBER" (2:27) [Adaris BMI—Darin]

BILLY VAUGHN (Dot 16262)

Altho it's a city of crisis Berlin looks like a happy topic of coversion (chart-wise) for Billy Vaughn's outfit. The orkster takes his aggregation thru a sunny instrumental and sans-lyric-vocal exercises tagged "Berlin Melody." Flipside, the Bobby Darin-penned "Come September" pic theme finds a happy, baion performance from Vaughn & Co.

"LANA" (2:20) [Acuff-Rose BMI—Orbison, Melson]

"LAUGH" (2:20) [Acuff-Rose BMI—Orbison, Melson]

THE VELVETS (Monument 448)

The Velvets can score big with this potent follow-up to their solid chart-runner, "Tonight (Could Be The Night)." It's a contagious jumper (with a "Little Darlin'" flavor) devoted to a gal named "Lana." Coupler, "Laugh," another strong contender for hitdom, takes a "Save The Last Dance" rock-a-cha-cha route. Virgil Johnson's lead voice is a highlite on both ends.

ARTIE GARR (Octavia 8002)

(B+) "PRIVATE WORLD" (2:45) [Greta BMI—Garr] The tender affair is styled after awhile-back Brothers Four hit, "Greenfields," with singer Garr doing a fine multi-track vocal. Date, handled by New York's Seg-Way label, might happen.

(B) "FORGIVE ME" (2:15) [Greta BMI—Raphael] Garr uses "one voice" in this softie.

LORRI RANDOLPH (Tri-Phi 1003)

(B+) "DON'T LET THEM TELL ME" (2:18) [Fuqua BMI—Fuqua, Jones] Label, having kicked up a chart fuss with the Spinners' "That's What Girls" outing, can have another hot item in Lorri Randolph's feelingful shouting on this exciting rocker.

(B) "GRIEVING ABOUT A LOVE" (2:17) [Tri-Phi BMI—Fuqua, Nyx, Davis] Pounding beat-ballad session here can also make noise. Strong two-sided ork support.

WADE FLEMONS (VeeJay 389)

(B+) "KEEP ON LOVING ME" (2:16) [Conrad BMI—Flemons] This self-penned jumper by Flemons is loaded with chart appeal. Potent rock-a-string backing for Wade's pleasing vocal stint. Eye it closely.

(B+) "PLEASE SEND ME SOMEONE TO LOVE" (2:10) [Venice BMI—Mayfield] The oldie-pleader, on this end, is done up in fetching beat-ballad style. Two strong showings.

ANGELA MARTIN (Portrait 103)

(B+) "IN A WORLD WITHOUT YOU" (2:05) [Darnel BMI—Regney, Arthur] Diskery, having made the chart grade with Neil Scott's "Bobby," can repeat that success with this right-from-the-heart beat-ballad reading by Miss Martin. Attractive Shayne-Arthur showcase.

(B) "I WISH I WERE (THREE BY FOUR)" (1:55) [Darnel BMI—Regney, Arthur] Cute novelty jumper on this portion.

THE MARKSMEN

(Blue Horizon 6052)

(B+) "NIGHT RUN" (2:18) [Electron BMI—Arr: Edwards] Familiar European folk tune is taken for a strong, handclap sock-rock ride by the guitar-led combo. Watch it. Liberty distributes the label.

(B) "SCRATCH" (2:05) [Electron BMI—Edwards, Moles] More subdued rockin' here. Catchy cut.

LARRY STRONG (Revolv 45-68)

(B) "GIVE MY HEART A BREAK" (2:00) [Cal-Lee BMI—Baumgart, Dean, Reisner] Strong aims at the teen trade as he tenderly, in soft beat-ballad style, asks for the gal's love.

(B) "13 COACHES" (3:12) [Cal-Lee BMI—Dean, Baumgart] Strong hands in another warm vocal stint on this easy-going western-flavored, chorus-backed session.

THE CREATIONS (Pine Crest 101)

(B+) "WAKE UP IN THE MORN-ING" (2:15) [Unart BMI—Gutman, Furci] Artists Pine Crest debut is right up the teeners alley. It's a rocker from the old school and it's filled with attention-getting teen sounds.

(B) "STROLLING THROUGH THE PARK" (2:10) [Unart BMI—Creations, Furci] Boys change-the-pace carving out a beat-ballad opus here. Label's based in Howard Beach, N. Y.

JACKIE VERDELL (Peacock 1905)

(B+) "YOU OUGHT TO KNOW HIM" (2:23) [Lion BMI—Verdell] Thrush displays a fine blues-pop style as she puts loads of feeling into this hard beat-ballad performance. Could make lots of dual-mart noise. Stick with it. Striking ork support rounds out the winner.

(B) "BYE BYE BLACKBIRD" (2:23) [Lion BMI—Verdell] Equally strong is Jackie's slick pop-jazz pose on the light-swing revival of the sturdy.

BEAU-MARKS (Rust 5035)

(B+) "CLASSMATE" (2:06) [Just BMI—Tailleur, Robitaille, Frechette, Hutchinson] Side, a click up Canada-way for the group, can step out here on the Rust banner. It's a smooth-sounding, teen-styled romantic shuffler that the platter spinners'll dig.

(B) "SCHOOL IS OUT" (2:18) [Just BMI—Tailleur, Robitaille, Frechette, Hutchinson] Inviting rock-a-cha-cha ditty on this end's not the same as the Gary Bonds chart-maker.

TOMMY DEE (Pike 5909)

(B+) "A LITTLE DOG CRIED" (2:00) [E. V. Dean ASCAP—Dean, Doo] Dee, who clicked a few years ago with "Three Stars," a tribute to the teen stars killed in a plane crash, warmly narrates the inspirational opus, also cut by Jimmie Rodgers (Roulette) (making noise) and Dicky Doo (UA). A worthy version.

(B) "LOOK HOMEWARD DEAR ANGEL" (2:14) [Flowers BMI—Dee] Dee sings a warm country-flavored plaintive. Diskery is located in Bakersfield, Calif.

VINNIE MONTE (Jubilee 5408)

(B+) "ROCCO'S THEME (Faraway Land)" (2:20) [Sidmore BMI—Rota, Mandel, Sachs] Songster nicely warbles the lyric (English & Italian) version of the main-title from the major foreign flick, "Rocco & His Brothers." A mandolin-like sound spotlights the attractive ork-chorus setting. Can receive solid juke-box attention.

(B) "BELONGING" (2:37) [Dominion BMI—Samaritani, Mandel, Sachs] Pretty tune is done again in both English and Italian.

THE ORLONS (Cameo 198)

(B+) "I'LL BE TRUE" (2:30) [Kalmann & Love ASCAP—Mann] Lead lark hands-in a touching reading of the familiar-sounding affectionate. Other larks and combo support with teen-beat sensitivity. Kids have a feelingful track here.

(B) "HEART, DARLING, ANGEL" (2:30) [Rice Mill & Woodcrest BMI—Brickley, Caldwell] A nice softie in which more singers get spotlight roles.

THE TIDES (Dore 611)

(B+) "DEAR MR. PRESIDENT" (2:04) [Meadowlark ASCAP—Bideau, Freeman] Songsters and string-included backing offer an infectious date about a guy who's ready to join the Army in answer to President Kennedy's military-buildup program, if he can take his gal with him. Original-sounding side that might move.

(B) "RING A DING DING" (1:54) [Meadowlark ASCAP—Bideau, Freeman] As the title shows, this is a colorful chant-featured novelty stint.



# NIGHT TRAIN

RICHARD  
HAYMAN

71869



**CLEAR  
TRACK  
RIGHT  
TO THE  
TOP**



THIS  
IS THE  
ONE

THE  
HARMONICA  
VERSION

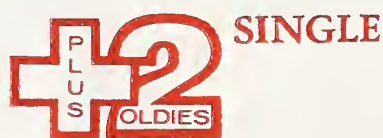


# AN OPEN LETTER TO THE INDUSTRY

In the past year, to the best of our knowledge, only one single has hit a million: Elvis Presley's "Are You Lonesome Tonight?" Actually, there have been several No. 1 singles in the past few months that have not even hit half-a-million sales! We're all concerned about the badly sagging sales of singles. Everyone realizes our industry needs singles sales. They're vital to our business.

What can we do about it?

Warner Bros. Records this week introduces to all members of the industry a revolutionary new concept in singles. We call it the:



What "PLUS 2" means is this. Customers get not only the usual two new songs per single, but also the two "Oldies" (past hits of the artists) — all for the same price as an ordinary single. One single with 4 songs for the price of 2.

*Everyone gets more from this:*

CONSUMER: *Gets two more songs for the same price. And when the consumer catches on to the value, and sales go up...and up...and then...*

DEALERS: *Get more sales at today's normal discount structure...*

RADIO: *Gets more readily-available material for varied air play...*

DISTRIBUTORS: *Get more sales at today's normal discount structure...*

JUKE BOXES: *Get more plays...*

MUSIC PUBLISHERS AND COMPOSERS: *Get more royalties, plus more hits turned into standards...*

ONE STOPS: *Get more sales at today's normal discount structure...*

RACK JOBBERS: *Get more sales at today's normal discount structure...*

AFM AND MUSICIANS: *Get more contributions to the Trust Fund, plus more potential employment...*

AFTRA AND SINGERS: *Get more contributions to the Welfare and Pension Fund, plus more potential employment...*

RECORDING ARTISTS: *Get more royalties, plus more exposure of their hits, plus more stature built through standardizing their Oldies...*

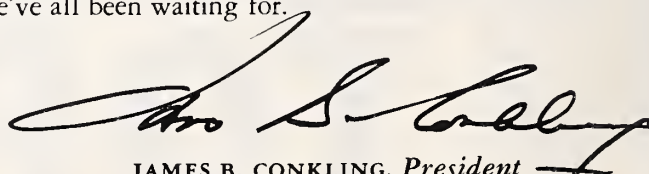
RECORD COMPANIES: *Get more sales...*

Warner Bros. Records is behind the "PLUS 2" concept 100%... with ads, promotion, merchandising aids. We're in for the long-term push. We invite... we urge other manufacturers (many of whom can benefit more than us because of their greater store of "Oldies") to join in this project to reactivate and stimulate the singles business.

There is a future to the singles business.

Everyone will benefit

The "PLUS 2" SINGLE may well be the revolution we've all been waiting for.



JAMES B. CONKLING, President  
WARNER BROS. RECORDS, INC.



# THE EVERLY BROTHERS

INTRODUCE THE FIRST

 **SINGLE**

**DON'T BLAME ME** (WB #5501)  
**MUSKRAT**

 **RECENT SMASHES**

**WALK RIGHT BACK** (It sold over 600,000)  
**LUCILLE** (It sold over 1,000,000)

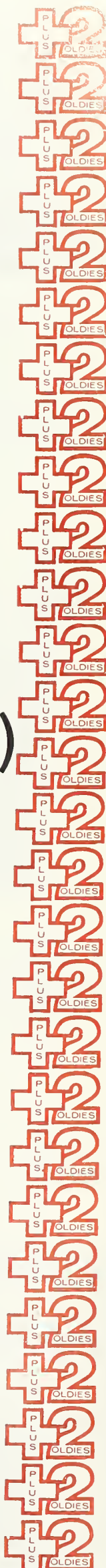


**FOUR FOR THE PRICE OF TWO!    \$.98 RETAIL**

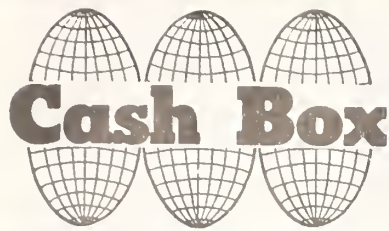


*the first name in sound*  
**WARNER BROS.**  
**RECORDS**  
**BURBANK, CALIFORNIA**

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# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

"LONESOME" (2:59) [Jopell ASCAP—Pellish]

"EYES (Don't Give My Secret Away)" (2:40)  
[4-Star Sales BMI—Townsend]

JERRY WALLACE (Challenge 9117)

The chart-experienced songster (i.e., "Life's A Holiday") can make another big sales stand with "Lonesome," a highly appealing ballad that Wallace does with touching taste. An attractive string-included ork backs-up. "Eyes" is a fine medium-beat date.

"NOBODY KNOWS" (3:00) "MY WOMAN LEFT ME" (2:03)  
[Frigate BMI—Gotz] [Frigate BMI—Gotz]

THE BROTHERS FOUR (Columbia 42142)

The popular folk crew has two ends that can get chart recognition. Boys offer a lovely softie light-beat reading of a pop rewrite of the famed spiritual, "Nobody Knows," and do a rhythmic stint on another new version of an old PD. Eye 'em both.

"NIGHT TRAIN" (2:21) [Frederick BMI—Forrest]

"MOON RIVER" (2:00) [Famous ASCAP—Mercer, Mancini]

RICHARD HAYMAN (Mercury 71869)

Harmonica ace Richard Hayman has one of his strongest sides in quite some time in "Night Train," the Jimmy Forrest blues evergreen which he presents in haunting, hit fashion. The coupling has the virtuoso performing the warm main theme "Moon River," from the up-coming comedy flick "Breakfast At Tiffany's."

"MAKE-BELIEVE WEDDING" (2:18) [Bamboo BMI—Ross, Landau]

"MY MIRACLE" (2:27) [Duhig, Berry]

THE CASTELLS (Era 3057)

The Castells come thru with a standout lid that can give 'em a big follow-up to "Sacred." Labeled "Make-Believe Wedding," it's a deliberate beat-ballad teen-angled romancer that has that hit sound notched into every groove. More fine vocal and musical (by Hank Levine's crew) work on the lovely "My Miracle" stand.

"HIGH BLOOD PRESSURE" (2:31) [Ace BMI—Smith]

"PLEASE" (2:32) [Windsong BMI—Williams]

MAURICE WILLIAMS (Herald 565)

The rockin' Huey Smith click oldie, "High Blood Pressure," has what it takes to give Maurice Williams and the Zodiacs another "Stay" block-buster. It's a real thumper that the crew delivers in sizzling U.S. Bonds fashion. "Please" is a striking rock-a-cha-cha newcomer penned by Williams. Watch it, too!

"MOON RIVER" (2:41) [Famous ASCAP—Mercer, Mancini]

"BREAKFAST AT TIFFANY'S" (2:45) [Famous ASCAP—Mancini]

HENRY MANCINI (RCA Victor 7916)

Henry Mancini guides the ork thru a soothing, lush mood piece dubbed "Moon River" which he co-cleffed for the much talked about up-coming flick "Breakfast At Tiffany's." Charming theme right up the dee jays alley. Title song is the flip, another attractive mood piece.

"JUST YOU AND ME, DARLING" "I LOVE YOU, YES I DO" (2:37)  
(2:37) [Wisto BMI—Brown] [Lois, Northern BMI—Wood,  
Seiler, Marcus, Nix, Glover]

JAMES BROWN (King 5547)

This newie-oldie combination should easily have Brown's large R&B-pop following calling for more and more. The new affair, "Just You And Me, Darling," is a middle-beat blues-driver while the oldie, "I Love You, Yes I Do," sports a warm, soft beat-ballad format. Two goodies from Brown & his Famous Flames.

DEANE HAWLEY (Liberty 55359)

(B+) "POCKETFUL OF RAINBOWS" (2:30) [Gladys ASCAP—Wise, Weisman] Tuneful optimistic ditty is amiably done by the singer, who gets a good-sounding click-featured easy-rock combo-chorus setting.

(B+) "THAT DREAM COULD NEVER BE" (2:33) [Aldon BMI—Hawley, Adler] A cho-cho arrangement backs Hawley's somewhat Neil Sedaka-like reading of the teen-wise number.

JACKIE TAMES (FTP 416)

(B) "FACE IN THE JUKEBOX" (2:30) [Rell-Tom-Pol & Nader BMI—Evans, Nader] Tragic soft Latinish affectionate about a lost-love (suicide) is delivered with a reliable teen-directed warble and narrative by the thrush.

(B) "COUNTIN' CALORIES" (2:30) [Rell-Tom-Pol & Nader BMI—Adams, English, Nader] Cute rock novelty about a gal who's dieting to please her 93 pound boyfriend, who doesn't like fat people.

RALPH MARGERIE

(United Artists 352)

(B+) "TONIGHT" (1:47) [G. Schirmer ASCAP—Bernstein, Sondheim] One of the ballad stand-outs from "West Side Story" is treated to an ultra-lovely instrumental reading by trumpeteer-maestro Margerie & his ork. Beautiful job. Platter spinners 'll love it.

(B+) "CARAVAN" (2:39) [American Academy ASCAP—Ellington, Mills, Tizol] Ralph's years-back success is up-dated in exciting rock fashion here.

KURT EDELHAGEN (Decca 31303)

(B+) "BERLIN MELODY" (2:26) [Symphony House ASCAP—Gaze] The tantalizing import happily rests in the capable instrumental hands of the Kurt Edelhagen Ork (and wordless chorus). Billy Vaughn has the tune out on Dot.

(B) "ALPINE ROSE (Alpen-glüh'n)" (2:37) [Gema-Becht, Peuker] Ear-pleasing lilter makes for an enchanting companion piece that'll ride the airwaves aplenty.

THE DELIGHTS (Nite 1034)

(B+) "PLEASE TAKE MY LOVE" (2:35) [G&H BMI—Keith, Johnson, Jr.] Here's one that should delight the teeners. It's a slow moving, beat-ballad romancer that the Delights deck out in haunting fashion.

(C+) "MY ONE DESIRE" (2:21) [G&H BMI—Keith, Johnson, Jr.] Group turns the tables on this portion as they colorfully knock out an up beat ditty.

JOHNNY RESTIVO (20th-Fox 279)

(B+) "THE MAGIC AGE IS SEVENTEEN" (2:08) [Chappell-Styne ASCAP—S.&J. Styne] This one, an ear-appealing romantic shuffler, can put Restivo back up among the front runners. Pretty tune set in a fetching choral-ork showcase supplied by Teacho Wiltshire.

(B+) "DOCTOR LOVE" (2:55) [Trinity BMI—Barry, Silverman] Sock change-of-pace is this hard-beat rocker that's sure to set the teen hoofters in motion. Money-making duo.

ROCKY COLE (Landa 678)

(B+) "HEAVEN AND EARTH" (2:46) [Columbia Pictures ASCAP—David, Stellari, Robuschi] Fine keyboard work is set against a lush and lovely (a la "Exodus") background supplied by Hugo Winterhalter's ork and wordless-chorus. Tune's the theme from the "The Fury Of The Barbarians" flick. Can score.

(B+) "HUEY'S SONG" (2:20) [Shapiro-Bernstein ASCAP—Winterhalter] Guitar's in the spotlight on this captivating up beat entry that could also step out.

GEORGIE DORN (King 5540)

(B) "TOO LATE FOR SCHOOL" (2:17) [Pandora BMI—Sciortino] This tailored-for-teen-tastes rocker can kick up loads of attention for newcomer Dorn. Solid dance item.

(B) "ANGEL IN THE SKY" (2:40) [Pandora BMI—Sciortino] Things slow down to an enticing beat-ballad pace on the portion. Mid-deck recitation here.

THE SHEPARD SISTERS

(United Artists 350)

(B+) "I'M STILL DANCIN'" (2:17) [Trio, Vance—Kaufman, Anthony] Gals, who had a biggie awhile-back with "Alone," can have another Top 100 go-round with this infectious rock-a-cha-cha opus. Dandy Gary Sherman ork support.

(B+) "DEEPLY" (2:34) [Quartet ASCAP—Bacharach, Gimbel] This side, an ear-arresting Latin-flavored rock-a-string romancer, also has the chart goods. Eye 'em both.

GLORY KENNEDY (Pathe 1001)

(B) "DIXIE'S LAND" (2:20) [Emmett, Kennedy] After a warm opening, lark and her three electric guitars do an uninhibited belt on the durable. Off-beat sock affair is from an LP named "Teenage Guitars Go Civil War."

(B) "CANNONBALL TWIRL" (2:00) [Kennedy] The guitars solo in catchy fashion in another sampling from the album.

THE JAYS (Barry 103)

(B+) "STANWYCK THEME" [Maureen & Sidney BMI—Williams] Somewhat jazzy "theme" is presented with an intriguing sound by the songsters and combo. Effective grown-on-you entry. Diskery is handled by Old Town.

(B) "TURN TO ME" [Maureen & Sidney BMI—Williams] Boys also do an interesting job on the catchy folk-type romantic.

BETTY TURNER (Infinity 008)

(B+) "I BELIEVE IN YOU" (2:15) [Irving BMI—Hayes] This R&B-styled rhythmic can do Top 100 business. Lark sings with a pro teen-beat style, and her busy combo-femme chorus backing carries solid-sounding weight. Eye closely.

(B) "LIFE IS LIKE THE RIVER" (2:10) [Irving BMI—Hayes] A true-love opus is rendered with attractive tenderness by the lark, whose combo backdrop has an appropriate rippling way.



YOU CAN'T KEEP A GREAT RECORD FROM BEING A HIT

**GENE**



**PITNEY**

**"WITH EVERY BREATH  
I TAKE"**

MUSICOR MU 1011

**A NEW  
WINNER**



**MUSICOR  
RECORDS**

**"YOUR MA SAID  
YOU CRIED IN YOUR SLEEP  
LAST NIGHT"**

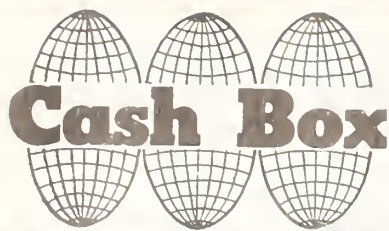
**KENNY DINO**

MU 1013



MUSICOR DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVE., NEW YORK 19, N. Y.





# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

### Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of Cash Box will list such records under this special heading.

"THAT LUCKY OLD SUN" (2:07) [Robbins ASCAP—Smith, Gellespie]  
"IN MY HEART" (2:23) [Kags BMI—Alexander, Cooke]  
LOU RAWLS (Capitol 4622)

Newcomer to the Capitol roster Lou Rawls turns in a possible first-time-out smash with this great up-dating of the years-back Frankie Laine classic, "That Lucky Old Sun." Artist's stellar vocal talents combine with Jimmie Haskell's pounding rock-a-string showcase in fabulous manner. The fine spiritual-styled outing, "In My Heart," that recalls Rawls previous association with the Pilgrim Travelers.

"WERE THE GUYS (WHO DRIVE YOUR BABY WILD)"  
[Aldon BMI—Feldman, Goldstein, Mann, Goffin]

"DREAMY EYES" [Blackwood BMI—Feldman, Goldstein]  
BOB & JERRY (Columbia 42162)

"We're The Guys (Who Drive Your Baby Wild)" makes for a sensational answer to the Barry Mann chart triumph, "Who Put The Bomp (In The Bomp, Bomp, Bomp)." It's by newcomers Bob & Jerry (and their 'Chipmunk-like' Friends) and it's a fast-moving affair that they belt out with solid sales authority. The duo weaves a lovely beat-ballad picture on the undercut.

"STOP YOUR CRYING" (2:12) [Laster BMI—Abeyta]  
"YOU'RE THIRTEEN" (2:13) [Doral BMI—Burnette]  
JERRY NAYLOR (Skyla 1118)

Look for Jerry Naylor's name to be plastered all over the charts in the near future. He's a newcomer to Skyla and his bow, a heartfelt rock-a-cha-cha, tabbed "Stop Your Crying," is headed in the right teen direction. Keep close tabs on it. Coupler, "You're Thirteen," is a softer cha-cha ballad clefied by "You're Sixteen" hit-maker Johnny Burnette.

## Best Bets

GUS BACKUS (Fono Graf 1235)

(B+) "AUF WIEDERSEH'N" (2:13) [BMI—Sexton, Turner, Storch] Backus, former lead with the Del-Vikings—who cut off a nice slice of the "Wooden Heart" sales pie, revives the Vera Lynn years-back hit in similar "Heart" polka-waltz style. Artist sings partly in German. Can really step out. Eye it.

(B) "TEMPO BRASILLIANO" (2:26) [BMI—Scharfenberger, Felsing] Happy Latin-beat affair on this end is sung entirely in German by the chorus-backed songster.

DAS JOCHEN BRAUER  
(Laurie 3106)

(B+) "SOMBRERO" (2:20) [Skidmore ASCAP—Maduri, Kohler] Click German import, a south-of-the-border delighter with the sweet sax sounds, can pick up loads of coin for the Brauer Sextette here.

(B) "BLUE MOON" (2:03) [Robbins ASCAP—Rodgers, Hart] Only vocal part of the Rodgers & Hart classic is the bubbly-voiced gimmick as heard on the Marcells' smash.

TEDDY VANN (Columbia 42145)

(B+) "THE RHYTHM AND BLUES SONG" (2:14) [Teddy Vann & Alan K. BMI—Vann] Talented songster-writer pays tribute to R&B music and artists with an infectious gospel-type date with strings and chorus (such top R&B names as Ray Charles, The Spaniels, Bo Diddley and others). Could step-out.

(B) "SOON ONE MORNING" (2:42) [Teddy Vann & Alan K. BMI—Vann] A dramatic ballad stand on a strong folk-like number.

BOBBI MARTIN (Coral 62285)

(B+) "WHY SHOULD I CRY" (2:58) [4 Star Sales BMI—Organ, Johnson, Walker] This one, from the Brenda Lee ballad dept., is a heartfelt beauty that could put Bobbi Martin in the limelight. Has that 'big hit' look.

(B+) "(You Don't Have A) Wooden Heart" (2:00) [Gladys ASCAP—Kaempfert, Twomey, Weisman, Wise] This 'answer' to the Dowell smash is a first-rate performance (using the same melody) that can also take off. Fine two-sided support from Henry Jerome's crew.

ROBERT KNIGHT (Dot 16256)

(B+) "DANCE ONLY WITH ME" (2:27) [Gil BMI—Kusik, Douglas] This fetching new rock-a-cha-cha rhythmic romancer can find a Top 100 chart berth in the coming weeks. Pretty tune capably handled by newcomer Knight and the ork-chorus.

(B+) "BECAUSE" (2:16) [Chappell ASCAP—Teschemacher, D'Hardelot] The wedding favorite takes a beat-ballad route here and makes for a stellar companion piece. Two fine attractions.

DICKIE GOODMAN (Rori 601)

(B+) "HORROR MOVIES" (2:29) [Kali-Bellmore ASCAP—Goodman, Arkin] Goodman, whose recent chart fame came by way of his "Touchables" Mark-X sessions, bounces up on the Ember-distributed Rori label with a rib-tickling "Allez-Oop" styled tale of a gal who digs the movie fad. Can break wide open.

(B) "WHOA MULE" (2:08) [Rori-Angel BMI—Lucas] This end sports a raunchy instrumental session.

ARLENE MARTELL (Cub 9098)

(B+) "LITTLE SHIP" (2:23) [Ark-La-Tex BMI—Pomus, Shuman] Melodic light-beat plaintive gets a very good-sounding pose from the lark and backing. Combo-chorus arrangement has a slick Latinish way, topped by a mandolin-like sound. Could happen.

(B) "MY HEART IS TELLING LIES AGAIN" (2:48) [Valley BMI—Pomus, Shuman] A country-styled ballad affair ala some of Connie Francis' hits.

SONNY STEELE (Republic 2020)

(B) "SWEET WAYS ABOUT YOU" (2:20) [4-Star BMI—Miller] New teen-market songster heads a merry-beat presentation in pro rockin' fashion. Infectious issue.

(B) "MINE, MINE, MINE" (1:43) [4-Star BMI—Pitts] Sound here is similar to the top-half track, though not as bright.

DOM DAVILIO (Vassar 304)

(B) "AYE! AYE! AYE!" (2:38) [Villa BMI—Arr. Davilio] Familiar Spanish tune receives a well-defined cha-cha beat, with a wordless chorus nicely following the beat. Good juke-box item.

(B) "LA CUMPARSITA" (2:40) [Villa BMI—Davilio] This is a rock-a-cha performance of another Spanish standby.

THE DELACARDOS (Shell 308)

(B+) "I JUST WANT TO KNOW" (2:20) [Saxon BMI—Hill, Donald] Lead and other vocalists do a slick stint on the Latinish blueser, and get a slick busy-beat combo setting. Kids will appreciate exposure.

(B) "DREAM GIRL" (2:04) [Saxon BMI—Harris] This time, the boys appealing caress a tender affectionate.

THE PARISIANS (Felsted 8627)

(B+) "AMBUSH" (2:41) [Barbro ASCAP—Wisner] Weirdo novelty with a cowboy-and-Indians format: combo offers an exotic Martin Denny-like sound against shouts, hoof-beats, etc. Could prove a "left-field" success.

(B) "FIFI'S PLACE" (1:45) [Barbro ASCAP—Wisner] Keyboard tops this sprightly combo showing.

THE NUGGETS (RCA Victor 7930)

(B) "BEFORE WE SAY GOOD-NIGHT" (2:30) [Robin Hood BMI—Marascalco] The nice sweet-parting number is handled with appealing teen-beat sentiment by the vocalists. Well-worth warm spot spins to the kids.

(B) "ANGEL ON THE DANCE FLOOR" (2:32) [Robin Hood BMI—Poliuto] There's much the same approach here by the boys.

VIGILANTES (Cuca 1042)

(B) "RAMBLIN' ON" (2:10) [James E. Kirchstein BMI—Brogan] Musicians do a Bill Black Combo-type shuffle-beat rock stint. Teeners will dig the message.

(B) "SOMEDAY" (Someone Will Come To Me) (2:55) [James E. Kirchstein BMI—Brogan] Jim Brogan is the songster on the wistful-beat affair.

AL COLLIER (Rider 109)

(B+) "ALL I NEED" [Janon ASCAP—Collier] Good-natured bounce-beat date about a guy who could fare quite well with just his gal around. Enjoyable teen-directed entry.

(B) "BLUEBIRD OF HAPPINESS" [T. B. Harms ASCAP—Heyman, Harmati] Collier hands-in an honest reading of the oldie.

SHIRLEY SISK (Sun 365)

(B) "I FORGOT TO REMEMBER TO FORGET" (2:37) [Hi Lo BMI—Kesler] The old country hit gets a good-sounding shuffle-beat combo go, topped by smooth organ and sax stints. Might get solid air-time.

(B) "OTHER SIDE" (2:14) [Katrina BMI—Kesler, Sisk] The boogie-woogie sound is the main feature of this hard-beat affair.

PATRICK'S PACK (J.C.D. 200)

(B+) "SENTIMENTAL JOURNEY" [E. H. Morris ASCAP—Brown, Homer, Green] The standby gets an infectious medium-beat combo approach. The Atlanta label could have a noise-maker here.

(B) "I CAN TELL" [Lowery BMI—Patrick, Dempsey] A faster-paced stint on a gospel-type number.

WENDY HILL (Era 3055)

(B+) "WITHOUT YOUR LOVE" (2:20) [Aee Cee Mmm BMI—Gold] Lass and her chime-featured string ork backdrop can go places with this catchy upbeat date. Keep tabs on it.

(B) "SINCE YOU WENT AWAY" (2:14) [Aee Cee Mmm BMI—Gold Teitilman] Appealing revival of the inviting awhile back Skyliners' hit.

BERNADETTE (Beach 1003)

(B) "SET ME FREE" (2:19) [Leeds ASCAP—Royal, Asnavour, Salvadore] Lark warbles a light-beat wistful against a rock-a-string, wordless chorus backdrop. Inviting sound.

(B) "DON'T COUNT YOUR DREAMS" (2:26) [Larca BMI—Coleman] Kids get a semi-dramatic version of a pretty ballad.

TONY ADAMS (Dayhill 2001)

(B+) "LET'S FACE IT" (2:30) [Grouper BMI—Bruno, Bellini] Lots of vitality to this swingin' vocal and ork backdrop. If jocks take enough liking to it, side could get big coin.

(B) "GLOOMY AND SAD" (2:31) [Roman ASCAP—Adams] Emotional plaintive outing here.

NICK CHARLES (Satellite 109)

(B+) "THE RIGHT GIRL" (2:10) [East BMI—Heinz] The multi-tracked vocalist does a fine ballad stint on the pleasing rock-a-cha romantic. He's backed by a pro string-included ork sound. Label, handled by Atlantic, has the current hit by The Mar-Keys, "Last Night."

(B) "AIN'T THAT LOVE" (1:55) [Progressive BMI—Charles] Swingin' view of the familiar Ray Charles number.



**Q**



**CONNIE FRANCIS**

THE QUEEN OF POPULAR MUSIC  
HAS A GRAND SLAM!

**HOLLYWOOD**  
**DREAMBOAT**

HE'S MY

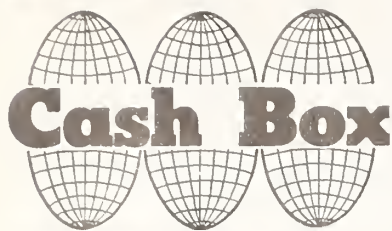
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**MGM Records**  
The Starpower Label



**D**





# RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Best Bets

**TEDDY RANDAZZO**  
(ABC-Paramount 10247)

(B+) "DON'T GO AWAY" (1:57)  
[Almimo BMI—Barberis, Weinstein, Fleres, Randazzo] Talented songster can climb back to chartsville with both ends here. This side's a tremendous whistle-filled jumper with loads of ultra-commercial vocal and musical tricks.

(B+) "ONE MORE CHANCE" (2:53)  
[Almimo BMI—Randazzo, Barberis, Weinstein] This half is an emotion-packed beaut that seems to be based on some minor key themes. Two fine assists from Sid Feller's ork-chorus.

**APRIL FERRIS** (Reprise 20,014)

(B+) "JAMBALAYA (ON THE BAYOU)" (1:48)  
[Acuff-Rose BMI—Williams] The years-back Hank Williams-penned sensation for Jo Stafford can be back for another big chart run, this time under the bright vocal guidance of newcomer April Ferris. Terrific rock-a-cha-cha string-filled ork arrangement by Hank Levine.

(B+) "YOU DON'T KNOW ME" (2:33)  
[Brenner BMI—Arnold] Lovely ballad, a biggie for Jerry Vale a-while back (and more recently for Lenny Welch) can make the femme-angled grade here. Grade "A" debut.

**TERRI DEAN** (Madison 167)

(B+) "I Know That) YOUR HEART'S NOT MADE OF WOOD" (1:40)  
[Wemar BMI—Brandon, Millet] Still another entry in the answer to "Wooden Heart" sweepstakes is this one (the most commercial to date) warmly dual-tracked by Terri Dean. Could be the one to cop the prize should the tune take off.

(B) "LOVER BOY" (2:10)  
[Agatha BMI—Brandon, Graziano] Good multi-track work on this beat-ballad stint.

**MITTY COLLIER** (Chess 1791)

(B+) "I GOT TO GET AWAY FROM IT ALL" (2:50)  
[Arc BMI—Reese] Side, already kicking up a pop-r&b territorial fuss, feature the lark in a splendid beat-ballad showing. Excellent support from Riley Hampton's musicians. Could bust through on a national level.

(B+) "I'VE GOT LOVE" (2:10)  
[Arc BMI—Reese] Happy-go-lucky cha-rock run thru by gal and ork. Powerhouse duo.

**CLYDE OTIS** (Liberty 55364)

(B+) "YOU STEPPED OUT OF A DREAM" (2:16)  
[Leo Feist ASCAP—Kahn, Brown] Label's A&R exec ork-leader can have a solid chart-rider in this string-filled rock-a-cha-cha up-dating of the sturdy. Wordless choral chants from the Mike Stewart Singers rounds out the contender for honors.

(B) "HIGH ON A CLOUD" (2:10)  
[Prentice ASCAP—Norman, Owens] More good listening on this ambling newcomer. Pretty tune.

**TERRY PHILIPS**  
(United Artists 351)

(B+) "MY FOOLISH WAYS" (2:20)  
[Trio BMI—Philips, Vance] Artists puts his heart into his delivery of this soft, teen beat cha cha romantic weeper. Excellent, string-filled assist by the Gary Sherman outfit. Deck can break thru with exposure.

(B+) "HANDS OF A FOOL" (2:22)  
[Trio BMI—Leiber, Stoller] This side finds Philips also coming across with telling effect as he dishes up a beat-ballad heartbreaker. Watch this boy's stock soar.

**THE BLUE NOTES** (Gamut 100)

(B+) "MY HEART CRIES FOR YOU" (2:20)  
[Massey ASCAP—Faith, Sigman] Tune, a years-back biggie for Guy Mitchell, returns in chart-contending manner via this Blue Notes waxing. Format now finds it in a tantalizing warm, Latin-beat backdrop.

(B) "SHRIMP BOATS ARE COMING" (2:13)  
[Walt Disney ASCAP—Howard] Jo Stafford's while-ago triumph returns here in teen beat rock-a-cha-cha style. Organ's spotlighted on both ends. Label is distributed by Philly's Talley-Ho.

**BOB SKELTON** (Fairlane 21008)

(B+) "GOIN' BACK TO SCHOOL" (2:03)  
[Lowery BMI—Reed] This sequel to the Gary U.S. Bonds smash, "School Is Out," is a rockin', shout-filled handclapper that can follow a similar success path. Sure to make the teeners sit up and take notice.

(B) "THAT'S THE WAY OF A FOOL" (2:14)  
[Lowery BMI—Skelton] Here Skelton does an about-face as he country-pop styles a touching beat-ballad romantic weeper. Good pairing.

**THE MAGNIFICENT FOUR**  
(Whale 506)

(B+) "THE CLOSER YOU ARE" (2:10)  
[Spinning Wheel BMI—Robinson, Lewis] The while-back territorial click for the Channels can make the national scene this time around. The quick beat dandy is loaded with real commercial vocal and instrumental tricks.

(B+) "UNCLE SAM" (2:55)  
[Original BMI—Vecchiarelli, Catalano, Mayo, Jackson, Berry] Guy has been called up on this heartfelt beat-ballad that features the femme in the winning lead spotlite. Vinny Catalano's crew backs up in teen-appealing style on both lids.

**THE 3 FRIENDS** (Imperial 5773)

(B+) "GO ON TO SCHOOL" (2:15)  
[Travis & Escort BMI—Smith, Goldsmith] A "Yakety-Yak"-type format for this sock-rock novelty with a back-to-school plot. Teeners will enjoy the happy rockin'. Sock follow-up to artists' "Dedicated" click session.

(B) "YOU'RE A SQUARE" (2:12)  
[Travis & Escort BMI—Smith, Goldsmith] Similar-sounding stint about a guy who's being told he's making a fool of himself for sticking to the gal (she likes "Charlie Brown," the guys tell him).

**THE CASTLE SISTERS**  
(Triodex 111)

(B) "COME WITH ME" (2:00)  
[December BMI—Reynolds, Powers] Gals nicely render the tuneful teen rhythmic, and receive a polished bright string-beat sound for their setting. Worth teen turntable rounds.

(B) "THE TREASURE OF LOVE" (2:27)  
[Monument & Progressive BMI—Shapiro, Stallman] Hard-beat ballad return for the teen classic.

**KITTY FORD** (Smash 1713)

(B) "FINDERS KEEPERS (Losers Weepers)" (2:39)  
[Aldon BMI—Kolber, Keller] The pop-country lark displays a countryish waltz plaintive with appealing warmth. Soft Nashville keyboard tinkling is heard in the full ork backdrop.

(B) "DON'T PLAY No. 9" (2:10)  
[Aldon BMI—Mann, Weil] Teen-rhythm display about a gal who doesn't want a juke-box record to remind her of a lost-love.

**TONY MITCHELL** (Decca 31299)

(B) "JUST FOR LAUGHS" (2:04)  
[Sounds ASCAP—Cooper, Reardon] Mitchell delivers the sentimental with a big-ballad sound and gets a full band (including strings) sound for his setting. Potent legit vocal.

(C+) "NOBODY BUT NOBODY" (2:04)  
[Whale ASCAP—Simon, Lawrence] Bright Latinish romancer.

**CORNELL BLAKELY** (Rich 71853)

(B+) "YOU AIN'T GONNA FIND" (2:10)  
[Jobete BMI—Gordy] Youngsters receive a contagious R&B-type stand from singer Blakely, who is assisted, vocal-wise, by a bright femme group. Mercury handles this strong-sounding date.

(B) "WHO KNOWS" (2:11)  
[Jobete BMI—Hendrix, Hollan, Bateman] There's a genial bounce-beat touch to this entry.

**HUEY SMITH** (Imperial 5772)

(B) "SASSY SARA" (2:15)  
[Travis BMI—Smith] Singer Smith and The Clowns offer a joyful blues account of the title gal. A section from "Old Folks at Home," is cleverly inserted in the arrangement.

(B) "MORE GIRLS" (2:18)  
[Travis BMI—Smith] Another good-natured blues outing. Both ends have fine happy-beat ways.

**RON GOODWIN ORCH.** (King 5509)

(B) "ROMANOFF AND JULIET" (2:22)  
[—Nascimbene] Catchy ditty, named after the successful playpic, gets a colorful ork outing in a Latinish vein. Deserves airtime.

(B) "EL MOROCCO TEA ROOMS" (2:27)  
[—Goodwin, Fisher] Strings play under a bolero beat.

**BILLY YATES** (1st 101)

(B) "ALL I NEED IS YOU" (2:29)  
[Osborne BMI—Yates, Osborne] New Memphis diskery bows with a touching blues-styled essay by singer Yates. He receives a steady-beat combo pose. Pleasing sentimental portion.

(B) "MOJO" (2:28)  
[Osborne BMI—Yates, Osborne] Infectious R&B-slanted date, including a hopping sax.

**ANDY DIO** (Crusade 1023)

(B+) "BONNIE JEAN" (1:25)  
[Joli BMI—Dio] Deft rapid-fire display by singer Dio, who supported by a torrid attack from the musicians. Quite a hoptime showpiece.

(B) "ROUGH AND BOLD" (2:28)  
[Joli BMI—Dio] Bouncy blues-type item that will also please the teen-beat crowd.

**CLEVELAND POPS ORCHESTRA**  
(Epic 9467)

(B) "THEME FROM 'FANNY'" (2:22)  
[Chappell ASCAP—Rome] The pop version of the famed orchestra, under Louis Lane's direction, offers a handsome version of the lovely main-title from the musical and current flick of the same name. Fine legit instrumental programming.

(B) "IT MIGHT AS WELL BE SPRING" (3:22)  
[Chappell ASCAP—Rodgers] This is as fine an instrumental version of the Rodgers & Hammerstein gem as one could hope for. Included is the charming, rarely-heard melody to the verse.

**ROSS ANDERSON** (Channel 7002)

(B+) "YOU ARE MY LOVE" (2:04)  
[E.M.S. ASCAP—Anderson] A pleasing affectionate gets a nice soft-spoken (mostly overdubbed) survey from the songster. A good-sounding triplet-spotlighted combo stint backs-up. Session has a grow-on-you quality. Label is based in Chicago.

(B) "TAM-BU THEME" (2:30)  
[E.M.S. ASCAP—Anderson] Intriguing jungle-type sound, with percussions and sax highlighted, from the ork-chanting chorus.

### RELIGIOUS

"SHOW SOME SIGN"  
"THAT'S ENOUGH"  
Madame Louise Reed (VeeJay 901)

"DON'T KNOCK"  
"I'VE BEEN SCORNED"  
Staple Singer (VeeJay 902)

"THAT'S HOW I KNOW JESUS"  
"I'VE BEEN SAVED"  
Argo Singers (VeeJay 903)

"BREATHE ON ME"  
"COME WHAT MAY"  
Swan Silvertones (VeeJay 904)

"OH YES HE WILL" Parts 1 & 2  
Original Blind Boys of Alabama (Gospel 1055)

"KEEP ON"  
"THIS FRIEND OF MINE"  
Imperial Gospel Singer (Gospel 1057)

"NO MORE TOMORROW"  
"TELL MOTHER"  
Sensational Skylights (Choice 19)

"THE LAST MILE OF THE WAY"  
"I'LL KEEP ON SINGIN'"  
Spotlight Jubilairs (Choice 21)

"DELIVERANCE WILL COME"  
"NO CONDEMNATION"  
Raspberry Singers (Choice 22)

### POLKA

"INDIANA SWEETHEART"  
"DRUNKERS LAMENT"  
Paligas Polka Dots (Jay Jay 244)

"MARGIE"  
"SAN ANTONIO ROSE"  
Li'l Wally (Jay Jay 245)

"I HAVE THE BLUES"  
"WOODEN HEART"  
Li'l Wally (Jay Jay 246)





# PLATTER SPINNER PATTER

"Spectacular 2000," an extended version of the station's "Spectacular 500's" broadcast three times this year, will occupy 10 full days of programming on WERE-Cleveland. The ten-day music event will present to listeners the 2,000 "best" recordings available—from the most time-honored evergreens to the more "modern" sound. Considering the station's success with the "500" stanzas, they figure to do extremely well in the longer version.

WLEE-Richmond, Va., continues to expand its efforts to obtain and introduce to its listeners music from other

ert F. Wagner presented a certificate of merit to William H. Reuman, owner and founder of the station. The certificate especially pointed out the benefit derived by many New York communities from the station's concentrated "localized" programming approach. A large block of the broadcast week is devoted to the large metropolitan Negro market.

Just got word that lovable Larry Gar will become The Voice of The Laurens Tigers. Gar will do the play-by-play of the Laurens High School football games and will also do the color of the Presbyterian College foot-



DEL SHIELDS



RON RODDY



DAVE DIAMOND

countries. Negotiations were recently completed with key Norwegian recording firms, bringing to six the number of countries from which WLEE now receives records. (The other five are Canada, Mexico, Great Britain, France, Italy.) Increased efforts are being made to secure similar material from such countries as Australia, Belgium, Denmark, Germany and Iceland. These international releases are blended into the station's regular broadcast schedule, giving what the station claims is a sound that "cannot be duplicated by any other radio station in the U.S." WLEE's Dave Lyman notes that the station takes credit for breaking several foreign hits in the U.S., including Andy Stewart's "Scottish Soldier."

Occupying the time of many disk jockeys and station promo men throughout the U.S. is the current rush to participate in the local selections of candidates for Miss Teenage America. And good cooperation from stations is inevitable in a contest like this. Any girl between the ages of 13 and 17 is eligible—the winner will be crowned in Dallas on Oct. 19 and will share in \$100,000 worth of prizes. Top prize is a complete four-year scholarship to the college of the winner's choice.

Top-flight professional entertainers appearing in Philadelphia area night-spots are being featured in a new six-week panel-variety series, "The Del Shields Summer Showcase," which bowed Aug. 18 on WRCV-TV. Host Shields is also a disk jockey at WDAS and is an assistant director at WCAU-TV. With the show, Del becomes the first Negro to emcee, perform and direct a local TV series.

Noted Without (much) Comment: Syndicated newspaper columnist and author Dr. Peter J. Steincrohn has inked to do a weekly 15-minute advice program on WINZ-Miami entitled "Stop Killing Yourself." Should be just chock full of fascinating information!

John Bennett, WNNJ-Newton, N.J., writes that by "popular demand" he's going back to the afternoon music spot after two years in the morning wake-up slot. He'll again be doing top 40 programming. John is program director of the station.

A ceremony honoring the 35th anniversary of WWRL-New York was held at City Hall where Mayor Rob-

ball games. All this in addition to the Saturday Hi Fi Club and the daily morning shift. When does he eat?

## VITAL STATISTICS:

Bob White has been appointed director of music for WINS-New York, it was learned last week from station general manager Ted Steele. White comes from a 22-year hitch with WMCA-New York as music supervisor. . . . Ron Roddy, who exited KQV-Pittsburgh a short while ago has relocated at KYN-Cleveland. He'll hold down the daily 6:15-9 PM shift. . . . Also new at KYW is Harv Morgan, formerly of WCAO-Baltimore, who joins the public affairs staff. He'll also do announcing. . . . Nat Wright is now at WIP-Philadelphia. Taking over Nat's assignments at WWDC-Washington, D.C. is Jack Guinan, who recently joined the station. . . . Carl Reese into the 7-10 PM slot for WHK-Cleveland replacing Ray Otis who is now at WKMh-Detroit. Prior to this Carl was at WCUE-Akron. . . . After five years of hosting "Carnival of Music" on WFAA-Dallas, Nick Ramsey has moved to KVIL-Dallas. Nick will continue producing his 30-minute syndicated program that's heard on 180 commercial and 204 Armed Forces stations. . . . Don McLeod, formerly of WJBK-Detroit, (and late of insurance fame) was just appointed program director of WPON-Pontiac, Mich.

New DJ lineup at WKNK-Knoxville, Tenn., includes newcomers Tom Murphy (formerly with KOIL-Omaha), Jack Etzel (formerly with WIRL-Peoria) and program director Dave Diamond, who's got the 4-7 PM stanza. . . . Vet actress Elizabeth Morgan has inked to do a daily celebrity interview shot afternoons on WNTA-Newark. Ernie Stone, station deejay, will do the straight-man bits on the show. . . . WIBG-Philadelphia has named 25-year staff vet Robert Knox to the newly-created position of director of broadcast standards and public affairs, a "watchdog" post to see that the station's special programs, advertising, etc., adhere to FCC policies. . . . The McLendon Corp., following its proposed purchase of WGES-Chicago, said that upon FCC approval, no programming changes are contemplated. Format is now beamed toward minority and small nationality groups. . . . The new KQV-Pittsburgh news director is Al Crouch, who comes from the same post at WTVN-Columbus, O.

# BIOS FOR DEEJAYS

## Dick & Deedee



Dick & Deedee's hit Liberty recording, "The Mountain's High," was not originally pegged for success nor were the two supposed to become a team. But success in the music business can be the result of strange circumstances.

Dick had been recording for some time, but without success. He almost gave up the idea when he met the Wilder Brothers and Don Ralke, current managers and arrangers for the team. They took Dick into a Liberty session to cut a song titled "I Want Someone." When a female voice was needed for background, Dick called on Deedee, whom he had known since junior high school. Then the two collaborated on writing what was to be just the flipside of the disk. The song was "The Mountain's High," and it was recorded at a "hurry-up" session. After an initial breakout in San Francisco the deck became a national hit.

Following an August tour, the two youngsters plan to return to school: Dick to Los Angeles Art Center, Deedee to Santa Monica City College. Between studies, the duo will cut material for more singles and an album.

## Don Shirley



A native of Kingston, Jamaica, Don Shirley wasted no time in establishing himself as a unique performer. At 2½ years old he was studying the piano; by the age of five he was giving public recitals.

The artist's American debut was made with the Boston Pops in 1945. The following year his first major composition was performed by the London Symphony Orch., and, although concerts with many other major orks followed, Shirley kept a full schedule at college. Convinced by a friend to try his hand at jazz, Don soon found himself acclaimed by the critics, the public and musicians. His current piano style, which is heard on his hit Cadence recording of "Water Boy," is described as a unique combination of classical, jazz and folk influences.

Shirley still performs with major symphonies and devotes a lot of his time to writing serious compositions.

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"WE KISS THE  
SHADOWS"

B/W

"THE BREEZE  
AND I"

AHMAD JAMAL  
ARGO 5397

"I'M  
THANKFUL"

STEVE  
ALAIMO  
CHECKER 989

"LONELY  
STREET"

CLARENCE  
HENRY  
ARGO 5395

"DON'T  
CRY  
BABY"

ETTA  
JAMES  
ARGO 5393

"MUSIC,  
MUSIC,  
MUSIC"

THE  
SENSATIONS  
ARGO 5391

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# RECORD

# RAMBLINGS

## NEW YORK:

Congratulations to Savoy topper Herman Lubinsky, who goes on Social Security this week. . . . Also felicitations to Bourne's Jerry Lewyn, who became a grandpoo for the 1st time when his son Larry presented him with a 6 lb., 11 oz. son-Daniel Shepard. . . . Valmor prexy Jody Cameron happily informs that the Roomates' "Band Of Gold" is busting loose all over the country-after a great sendoff hereabouts. She adds that the Embers, of "Solitaire (Since You're Gone)" Em-press fame, were on the bill, with Jackie Wilson, at Brooklyn's Town Hill, this past weekend. . . . Del-Fi's Earl Glicker buzzin' that Caesar & the Romans should soon be duplicating their "Oldies" success with "Memories Of Oldies But Goodies" and that Johnny Crawford's coming thru in a big way with his latest, "Your Love Is Growing Cold." . . . Norma Rivers in town this week to cut a new Vassar wax session. . . . Moe Silver, Sun Plas-tics, beaming 'bout the appointment of his son, Dr. Kenneth Neal Silver, to the staff of Long Island Jewish Hos-pital.



DONNY MARCHAND

United readying their LP presses for a big push on the Ral Donner "Takin' Care Of Business" Gone pack-age and the Chuck Jackson "I Don't Want To Cry" Wand set. . . . ABC's Mike Kelly up to report hot action Harry & the Marvels' "U.T." the Parkays' "Late Date" and the Ray Charlie newies, "Hit The Road Jack." . . . Ted Feigin calling in from the road (Baltimore) that the Bobbettes are coming thru in top sales form with their 'answer' record "I Don't Like It Like That" (Gone) and that it looks like a first-time-out click for the Toledos, who have "This Is Our Night" (Down). . . . Jeannie Thomas will be heading out on a coast-to-coast nite club jaunt come Oct.

The distaff side continues to make news out at Carlton. In addition to the Chantels' big "Look In My Eyes" single Selma Diamond's making the LP grade with her "Talks And Talks And Talks, etc." set. Leonard Hodes sez that Atlantic BMI's the publisher of the Chantels' hit. . . . Fred Robbins types from London that he's over in Europe to cover the Venice Film Festival for his nationally syndicated "Assignment Hollywood" column. . . . Tommy Walters out with a new Limelight duo tagged "Kiss K' Say" and "What Does A Guy Do Now." . . . Donny Marchand making the deejay rounds in the east with his Mohawk slice "I Confess." . . . Joe Hintz, personal mgr. and topper of Nocturne Music, wants original pop and r&b material for his expanded talent roster. . . . Also in the looking for new material and talent dept. is B-Atlas Records' Vincent Vallis. . . . Skyla promo gal, Jo Wyatt, notes from L.A. that the label's really jumpin' with sales orders on Jerry Naylor's "Stop Your Crying" and Bob Lee's "You Mostest Girl." Jo'll be promoting the decks nationally, starting in the mid-west and east, while sales mgr. Red Beattie handles the south and south-west.

Danny Crystal pens that initial re-action on Johnny Rebb's "Two Ton Tessie" indicates a smash here for the Australian songster—a discovery of Pat Boone who's currently riding high with "Big Cold Wind." . . . The King diskery has just acquired the wax contract of 16-year-old songster Georgie Dorn, whose intro release pairs "Too Late For School" and "Angel In The Sky." . . . Benny Goodman's 15-man band returns to Freedomland for stints on 9/3, 4, 7, 8, 9 & 10. . . . CBS pianist and conductor of the Arthur Godfrey radio show Dick Hyman just had two releases under the Mills banner—a piano solo—"Down Home Melody" and "Clarinata"—a serious study for clarinet and piano. . . . Nice to see Judd Phillips, who dropped by to tell us 'bout Jerry Lee Lewis' new style on his up-com-ing single.

Vista's Dick Klein thrilled with the sensation reaction to actress-singer Hayley Mills' "Let's Get Together" from her box-office sensation pic, "The Parent Trap." . . . Trumpeteer Leon Merian hoping to see his "Gigi" and



KARL HAMMEL, JR.

"Spacehappy" all over the charts upon his return from Paris. . . . "T. J." Johnson items that his Caravan of Stars was a big success at the Saxony Hotel, up in S. Fallsburg. On the bill were Arliss' Karl Hammel, Jr. (of "Summer Souvenir" fame), Kip's Richie, the Gleams, Utopia's Teddy Darryl, Mohawk's the Deans, Suite 16's Joanne Engel, Hit Teen's Rick & Eddy, Music Maker's Billy Mac and Town & Country's the Claytons. . . . Triodex claiming James MacArthur's "(The Story Of) The In-Between Years" (out this week) to be 'one of the great records of our time.' . . . Over at Cosnat "Airline" Tanner's still working away on the Buddy Thomas "Have A Drink On Me" Todd slice in both the pop & country fields-adding that the flip, "Learning To Forget," is starting to shape up in click style.

The 'plug list' from Budd Prod.'s Ben Arrigo includes the Lennon Sisters' "Sad Movies" (Dot), Lawrence Welk's "Riders In The Sky" (Dot), Glory Kennedy's "Dixie's Land" (Pathe), Kay Armen's "Papa (For Me You Build A Balcony)" (20th-Fox) and Lester Lanin's "Madison Avenue Beat" Epic package. . . . David O. Alber Assoc. has been retained by Enoch Light's Command outfit for publicity and public relations. . . . Brook Benton, whose latest for Mercury is the "Frankie & Johnny" smash, in a 9/1-one week stand at the Apollo. Songster made a load of friends during his p.a. at the WABC "Back To School" rally at the Coliseum, 8/27. . . . Pianist-songstress Vivian Green held over at the Riverdale Motor Inn. . . . Columbia's Jerry Vale heads up Canada-way for a one week stand, starting 9/12, at the Barclay Hotel in Toronto. . . . Carol Records' Jerry Love quite excited with the tremendous response to the label's initial effort, "Love Me Tenderly," by the Del Roys. Jerry notes that the lid has attracted loads of station picks 'round the country.

## CHICAGO:

Acme artist Jay Fanning, chalking up mucho mileage on his cross country p.a. junket, made a Windy City stop last week and performed his "Your Girl" (Acme) slicing on the Jim Lounsbury TV'er (WBKB). Artist's next skedded stop is Philly. . . . Promo man Paul Geallis covered the Chi-Milw. belt with a terrific two-sider by Ziggy Gonzales. The deck couples "Cherokee" with "Let Me Walk You Home" (Pop-side). . . . Nice to hear from Sam Cerami, former west coast sales manager for Mercury, who's back home in Chi and making plans to do freelance promotion and publicity in the midwest area. . . . Local-based Diva label is making a strong bid for national acclaim with a recently released pairing by Buddy Aldo titled "It's A Lie" b/w "Gotta Get To Memphis." Label topper Frank Diva tells us the record has been enjoying hefty airplay in the South. . . . Decca's Frank Scardino conducted the usual tour of deejay shows and record hops for cutie pie Brenda Lee and songster Bob Beckham who graced our town 8/23. Brenda's itinerary included a



TOMMY WALTERS

guest appearance in nearby Escanaba, Michigan before heading for New York, and Bob shot right out to Philly where he did his "How Soon" click on the 8/28 Dick Clark TV'er.

Bill Leaner of United Record Dist. is more than pleased over national chart positions of Tommy Hunt's "Human" (Scepter) and Mary Ann Fisher's "I Can't Take It" (Seg-way). . . . RCA's Stan Pat flips over Henry (Hank) Mancini's "Moon River" (from the Paramount flicker "Breakfast At Tiffany's" starring Audrey Hepburn) which features his big ork and chorus. Also hot at RCA are Eddy Arnold's "One Grain Of Sand," clicking in both pop and c&w markets, and Sam Cooke's newie "Feel It." Incidentally, Stan visited with Sam Cooke backstage at the Regal Theater where the artist is currently headlin-ing. . . . September 13 marks the opening of Danny Segal's Chicago "Living Room," sister spa of his famed New York nitery. The club will occupy the former site of the Tradewinds and the opening night bill spotlights Roberta Sherwood with Bobby Cole and Jackie Kahane. . . . Marve Browdy, burning the long distance wires from Trans American Dist. in Cleve, to rave over action on "Nags" by The Halos (Seven Arts) and "Where's Your Donald Troosers" by Andy Stewart (Scott).

Liberty thrush Jackie deShannon, doing her current click "I Won't Turn You Down" on just about every hop in the area during her weekend stint here. Accompanying Jackie on tour was Liberty rep Bud Dain. . . . Shim Weiner advised that local Decca distrib headquarters has moved to 2441 S. Michigan—the heart of record row—and he urges dealers, music ops, deejays, et al to drop in and see the new quarters. New phone listing is 225-5800. . . . Marty Hirsch (RCA-Dist.) tells us he received a 'between

planes' call from Neil Sedaka who was enroute to Iowa following an appearance at the Illinois State Fair in Springfield. Seems Neil had to postpone a skedded Dick Clark TV'er stint for a couple of days due to his hectic p.a. schedule. Artist's current click is "Sweet Little You." . . . Smash items moving up fast, according to Charlie Fach, are "Uncle Sam Needs You" by The Viceroy's; "It Won't Be A Sin" by The Corsairs and Joe Dowell's big "Wooden Heart" LP tagged after his single chart buster. . . . Reprise's Jay Lasker, traipsing around town herald-ing winning items "Cufflinks And Tie Clip" by Nancy Sinatra and "Sleep-less Nights" by Tony Williams. . . . Did you know that the complete title of Lonnie Donegan's "Does Your Chewing Gum" (Dot) chart rider can be written on the back of a gum wrapper 82 times? Peoria's radio station WIRL discovered this in a recent contest they conducted in the central Illinois area. Winner received 10,000 pieces of gum as a prize!!! J. H. Martin's Bud Miller items that The Velvets may have a two-sider in their newie "Lana" b/w "Laugh" (Monu-ment). Billy Vaughn's "Berlin Melody"



JEANNIE THOMAS

(Dot) is chalking up plenty of spins hereabouts.

Marshall Neal, setting aside his sales chores at Allstate to embark on a vacation for a couple of weeks. 'Course Hugh Devlin's busier than ever keeping up with mounting sales on "The Roach" by Gene & Wendel (Raystar); "In Your Spare Time" by Carla Thomas (Atlantic) and "This Is Our Night" by The Toledos (Down). . . . Here's a tasty item Russ Bach's (Music Dist.) been raving about called "One Hot Dog" by recent MGM pactees the Five Shades. Another of the distrib's 'starting to break' singler is "I Really Love You" by The Stereos (Cub). . . . Over at M. S. Dist. Bobby Darin's "You Must Have Been A Beautiful Baby" (Atco) is shooting up, as are "When We Get Married" by the Dreamlovers (Heritage) and "Sad Movies" by Sue Thompson (Hickory). . . . Arnold's Ralph Cox, beaming over chart action on The Chantels' "Look In My Eyes" (Carl-ton) and hoping for some of the same with Ty Stewart's newie "Here Am I" (Amy). . . . Nike topper Charles A. Colbert II informs that Marion (Doc) Oliver is no longer associated with the diskery.

## HOLLYWOOD:

Everybody at Liberty Records looking for Dick & Dee Dee's "The Mountains High" to hit the #1 slot on all the national charts real soon. . . . Singer Jerry Wallace bidding with a pair of new ones on the Challenge label titled "Lonesome" and "Eyes". . . . The August Hooper Index shows KRLA deejay Jim O'Neill has the number one radio show in the Los Angeles area. The 21 year-old DJ is heard every afternoon in the 3:00-6:00 slot. . . . RCA Victor artists The Limelinters, skedded for a concert appearance at the Hollywood Bowl 9/23. Group will then be busy with a series of wax dates in Hollywood. . . . For-





# RECORD RAMBLINGS

mer vocalist on George Gobel's teevee show, Shirley Harmer, debuts on the Encore label with "Somebody's Keepin' Score." Encore is owned by band-leader-arranger Tommy Oliver.

Arranger-composer-conductor Neal Hefti, pacted by Frank Sinatra's Reprise Records as the diskeries head A&R man. Hefti will take over his new duties on a non-exclusive basis. . . . New group The Weirdos, out on the Lan-Cet banner with deck "E.S.P.," which is used as the theme song for the local teevee show "Shock" Theatre. . . . A Bon Voyage press party and Hawaiian Luau, honoring The Surfers, was held recently at the home of restaurateur Arthur Wong, owner of the Far East Terrace. Affair was prior to their Lurline sailing and annual engagement in Hawaii. . . . Dana Stevens announces the formation of a new West Coast label, Del Rio Records, with Kim Fowley heading up the A&R dept. Initial release includes Ronny James "Broken Heart," and "Fallout" by Aston Martin and The Moondiscs. . . . Al Chapman, at Modern Dist., reports Modern's bowling team captured the Spins and Needles

## HERE AND THERE:

VeeJay's pachanga-nik? Red Schwartz sez that the label's blazing away with new additions that include Jimmy Reed's "Bright Lights, Big City," Bowlegs & his Band's "One More Time" (Part 2) and the Flamingo's "Golden Teardrops." We hear that Buzzy, that Mainline man, is really plugging away on the aforementioned decks. . . . From ABC's "Humdinger" Matty Singer comes hot sales reports on Ray Charles' "Hit The Road Jack," the Impressions' "Gypsy Woman," the Parkays' Harry & the Marvels' "U.T." and the Ray Charles-Betty Carter LP. . . . New lines added to Bob Hellers' Flying distrib set-up include Redstone-with Stella Lyoms' "Paper Tiger," Variety-with Jerry Vinar's "Please Tell Me" and Hot-with the Gimmicks' "What'd They Say." . . . Hot with Columbia's Ted Kellem are newcomers by Johnnie Mendell's "The Strut," Bob & Jerry's "We're The Guys," Sylia Saynt's "For Your Birthday" and Guy Mitchell's "Divorce." . . . Saul Lampert's promo mgr. Ronnie Singer very high on a host of newbies that include the Pre-



WENDY HILL



SHIRLEY HARMER

Tournament championship. The members of the team include Al, Art Hirsch, Sam Cramer, Louise Scherman, Marion Linden, and Bunny Hirsch as the coach. . . . Bobby Darin looking for the teen-market again with Atco effort "You Must Have Been A Beautiful Baby." Backstopping was supplied by Jimmie Haskell.

Frank Music Corp. enthusiastic about a new version of "The Moon of Manakora" by the Four Coins on MGM Records. . . . New Era Records pactee, Wendy Hill, bowing on the label with slice "Without Your Love." . . . Independent producer Jack Gerard may have a first in the disk biz with he leasing of a master to two different diskeries, which will also have the same release date. Gardena Records wanted the master "Cileen" b/w "Love Me, Love Me" by The Altones, and Archer Records wanted "Summer Love" b/w "Love Me, Love Me," also by The Altones. . . . The Andrews Sisters inked an exclusive management deal with the Lou Irwin Agency. . . . Revolver Records hitting the market with the Ray Mayo version of tune "I've Got News For You."

Anne (Fulchino) Freels, formerly with RCA Victor Records, associated with Stanley Furman in the formation of Beverly Artists Corp. in Beverly Hills. . . . The Peppers' debut outing on Ensign pairs "A Place In My Heart" and "One More Chance." . . . Bob Keene reports his Del-Fi label is wingin' with two brand new hits in Memories of Those Oldies But Good-ies" by Caesar and The Romans, which not pick hits in seven major markets, and Johnny Crawford's new release of "Your Love Is Growing Cold." . . . ur Records hitting nationally with the Sims Twins recording of "Soothie." . . . George Burns will pen the mer notes for protege Ann-Margret's st RCA Victor album, "Here She Is." . . . Ann Margret, which will be out is month.

ludes' "Starlight" (Pik), the Gleams "You Broke My Heart" (Kip) and Sleepy King's "Pushin' Your Luck" (Joy). . . . Congrats to the Ed Barsky's, who are on the stork's spring calling list. E. S. B. gal Fran Murphy notes that the exciting new entries at Ed's place are Kay Armen's "Papa" and Johnny Restivo's "Doctor Love" (both 20th-Fox), Joni James' "Somebody Else Is Taking My Place" (MGM) and Jackie DeShannon's "I Won't Turn You Down" (Liberty). . . . Shirley Rubin, over at Cosnat, informs that the sales sizzlers there are the Drifters' "Sweets For My Sweet" (Atlantic), Bruce Bruno's "Hey, Little One" (Roulette), Tony Rossini's "Well I Ask Ya" (Sun) and the Earls' "Lookin' For My Baby" (Rome). Have a good time in Vegas Shirl! . . . That 'lover boy' over at A&L-Harry Fink telling us about the Rondels' "Back Beat N. 1" (Amy)-boys did the 8/30 Dick Clark'er, Gabriel & the Angels' "Zing" (Amy) and the Caslons' "Ann'y Of Love" (Seeco).

BUFFALO — Mercury-Metro man Jerry Meyers drops a note to let us know that his real big ones this week are Brook Benton's "Frankie & Johnny," Ray Stevens' "Jeremiah's You Know What" and a newie by Richard Hayman, "Night Train."

COLUMBIA, S. C.—Phil Gernhard, of Briarwood Ent.'s Windsong pubbery letters that Maurice Williams' latest for Herald, "High Blood Pressure," looks like a smash from all the early indications.

SAN FRANCISCO—Warner Bros. Records' promo rep Don Graham, reports hefty action in the Bay Area on items "I Talk To The Trees" by Bud Dashiell, Bob Luman's "Private Eye," and "Fanny" featuring Morris Stolfo.

LAS VEGAS—A large number of top stars from the local Hotels and downtown Casinos recently appeared at a farewell testimonial party honoring Father Richard Crowley, which was held in the Rotunda at the Las Vegas Convention Center.

# COLE

## EXCITING NEW RELEASE RECORDS

EXCITING NEW SOUNDS OF

### MISS JUDY LEE

"TWO HUGS WITH A KISS IN THE MIDDLE"

B/w

"I TRUSTED YOU"

&

"MONEY DOESN'T CARE WHO HAS IT"

B/W

"GAME OF LOVE"

"2" EXCITING HOT SINGLES

COLE CORPORATION

823 S. WABASH — CHICAGO 5

## new BIGHITS!

The Whole of HATTIE NOEL

DTL 823

HE'S FUNNY THAT WAY

REDD FOX—DTL 815

MY GIRL b/w ZORRO

THE SILKS—DOO462

DOOTO

REG. U.S. PAT. OFF.



## HAYLEY MILLS

"LET'S GET TOGETHER"

and

"Cobbler, Cobbler"

from: "The Parent Trap"

#F-385



Over 50,000 sold  
in last 5 days!

The New Dance Craze

## "BRISTOL STOMP"

by

### The Dovells

Parkway #827

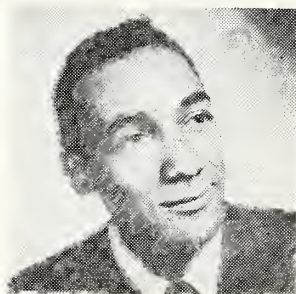
CAMEO/PARKWAY,  
Phila., Pa.

STRONG EMOTIONS

# "13

## COACHES"

IT'S SMOOTH



## LARRY STRONG

A new voice, a new star  
that will go up up up  
with

## "GIVE MY HEART A BREAK"



RECORDS

1432 No. Wilcox Ave., Hollywood, Calif.





# SURE SHOTS

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

## "ONE TRACK MIND"

BOBBY LEWIS (Beltone 1012) ..... Pick of the Week—8/26

## "YA YA"

LEE DORSEY (Fury 1053) ..... Pick of the Week—8/5

## "TAKE FIVE"

DAVE BRUBECK (Columbia 41479)

## "SAD MOVIES (MAKE ME CRY)"

SUE THOMPSON (Hickory 1153) ..... Pick of the Week—8/19

## BLUE NOTE HAS THE HOTTEST Jazz Singles

### NEW FOR SEPTEMBER

#### LOU DONALDSON

HOG MAW/DAY DREAMS  
BLUE NOTE 45x1806

#### STANLEY TURRENTINE

WEE HOUR THEME/BAIA  
BLUE NOTE 45x1814

#### GRANT GREEN

MISS ANN'S TEMPO/T'AIN'T  
NOBODY'S BUSINESS IF I DO  
BLUE NOTE 45x1811

### OTHER BEST SELLERS

#### THE THREE SOUNDS

THINGS AIN'T WHAT THEY  
USED TO BE PT. 1 & 2  
BLUE NOTE 45x1794

#### LOVE FOR SALE/ON GREEN

DOLPHIN STREET  
BLUE NOTE 45x1793

#### LI'L DARLIN'/LOOSE WALK

BLUE NOTE 45x1791

#### ART BLAKEY & THE JAZZ MESSENGERS

DAT DERE, PT. 1 & 2  
BLUE NOTE 45x1790

#### PAPER MOON/LESTER'S LEFT TOWN

BLUE NOTE 45x1789

#### DONALD BYRD

LITTLE BOY BLUE/GATE CITY  
BLUE NOTE 45x1798

## BLUE NOTE

43 W 61st St. New York 23, N. Y.

### RECORD LABELS

are our Specialty • Service our Motto

COMMERCIAL — TRANSCRIPTION LABELS

REGULAR OR PRESSURE SENSITIVE

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PROGRESSIVE LABEL CO.

286-290 Stanhope St., Brooklyn 37, N. Y.

*Mills* ★ ★ ★ ★ ★  
**HIT REMINDERS**

DOES YOUR CHEWING GUM  
LOSE ITS FLAVOR

Lonnie Donegan and His  
Skiffle Group—DOT

**"THAT'S MY DESIRE"**  
Pat Boone—DOT

\*Mills Music, 1619 Bway., N. Y. 19

**HERALD**

A Smash Hit!  
**"HIGH BLOOD  
PRESSURE"**  
by  
**MAURICE WILLIAMS**  
& The Zodiacs  
H-565

150 WEST 55 ST., N.Y., N. Y.

**YOUR NEXT HIT!**  
**Billie Jean Horton**  
with  
**"OCEAN OF TEARS"**  
20th FOX #266

**20th FOX**

Top Ten Bound  
**"LOOK IN MY EYES"**  
by  
**The Chantels**  
Carlton #555



# LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- |  |   |
|--|---|
| <b>1</b> <b>BAND OF GOLD</b><br>Roommates (Valmor 10)  | <b>26</b> <b>DRUMS</b><br>Kenny Chandler (United Artists 342)                         |
| <b>2</b> <b>BRISTOL STOMP</b><br>Dovells (Parkway 827)   | <b>27</b> <b>JUST A HOUSE WITHOUT YOU</b><br>Brook Benton (Mercury 71859)             |
| <b>3</b> <b>MR. PAGININI</b><br>Ella Fitzgerald (Verve 10237)                                  | <b>28</b> <b>HOW SOON</b><br>Bob Beckham (Decca 31285)                                |
| <b>4</b> <b>BRIGHT LIGHTS, BIG CITY</b><br>Jimmy Reed (Vee Jay 398)                            | <b>29</b> <b>'TIL</b><br>Angels (Caprice 107)   |
| <b>5</b> <b>PACKIN' UP</b><br>Chris Kenner (Instant 3234)                                      | <b>30</b> <b>SINCERELY</b><br>Tokens (RCA Victor 7925)                                |
| <b>6</b> <b>I UNDERSTAND</b><br>G-Clefs (Terrace 7500)   | <b>31</b> <b>PLEASE DON'T TALK TO<br/>THE LIFEGUARD</b><br>Andrea Carroll (Epic 9450) |
| <b>7</b> <b>A LITTLE DOG CRIED</b><br>Jimmie Rodgers (Roulette 4384)                           | <b>32</b> <b>SOOTHE ME</b><br>Sims Twins (Sor 117)                                    |
| <b>8</b> <b>MR. D.J.</b><br>Van McCoy (Rockin' 101)  | <b>33</b> <b>SHE PUT THE HURT ON ME</b><br>Prince La La (A.F.O. 101)                  |
| <b>9</b> <b>DON'T GET AROUND MUCH<br/>ANYMORE</b><br>Belmonts (Sabrina 501)                    | <b>34</b> <b>PLAY IT AGAIN</b><br>Tina Robin (Mercury 71852)                          |
| <b>10</b> <b>OLE SLEW-FOOT</b><br>Johnny Horton (Columbia 42063)                               | <b>35</b> <b>THREE GASSED RATS</b><br>Handclappers (Collier 2500)                     |
| <b>11</b> <b>BACK TO THE HOP/<br/>CHARLESTON FISH</b><br>Danny & The Juniors (Swan 4082)       | <b>36</b> <b>TIGHT SWEATER</b><br>Marathons (Arvee 5038)                              |
| <b>12</b> <b>WELL-A, WELL-A</b><br>Shirley & Lee (Warwick 664)                                 | <b>37</b> <b>IN A LITTLE SPANISH TOWN</b><br>Blue Diamonds (London 2002)              |
| <b>13</b> <b>RIDERS IN THE SKY</b><br>Lawrence Welk (Dot 16237)                                | <b>38</b> <b>DONALD WHERE'S YOUR<br/>TROUSERS</b><br>Andy Stewart (Warwick 665)       |
| <b>14</b> <b>SAN-HO-ZAY</b><br>Freddie King (Federal 12428)                                    | <b>39</b> <b>IT'S BEEN A LONG, LONG TIME</b><br>Dottie Clark (Big Top 3081)           |
| <b>15</b> <b>FOR SENTIMENTAL REASONS</b><br>Cleftones (Gee 1067)                               | <b>40</b> <b>TENNESSEE WALTZ</b><br>Don Robertson (RCA Victor 7909)                   |
| <b>16</b> <b>SLEEPLESS NIGHT</b><br>Tony Williams (Reprise 20,019)                             | <b>41</b> <b>GIRLS, GIRLS, GIRLS</b><br>Coasters (Atco 6204)                          |
| <b>17</b> <b>DDT &amp; THE BOLL WEEVIL</b><br>Lyn Earlington (Southern Sound 104)              | <b>42</b> <b>IF</b><br>Roy Hamilton (Epic 9466)                                       |
| <b>18</b> <b>ROMEO</b><br>Janie Grant (Caprice 109)  | <b>43</b> <b>I'VE GOT TO GET AWAY<br/>FROM IT ALL</b><br>Mitty Collier (Chess 1791)   |
| <b>19</b> <b>NOTHING BUT GOOD</b><br>Hank Ballard & Midnighters (King 5535)                    | <b>44</b> <b>IT'S A SIN</b><br>Slim & Ann (Fire 503)                                  |
| <b>20</b> <b>MAGIC IS THE NIGHT</b><br>Kathy Young (Indigo 125)                                | <b>45</b> <b>I TALK TO THE TREES</b><br>Bud Dashiell (Warner Bros. 5231)              |
| <b>21</b> <b>TAKE MY LOVE</b><br>Little Willie John (King 5516)                                | <b>46</b> <b>I REALLY LOVE YOU</b><br>Stereos (Cub 9095)                              |
| <b>22</b> <b>AMERICAN BEAUTY ROSE/<br/>SENTIMENTAL JOURNEY</b><br>Frank Sinatra (Capitol 4615) | <b>47</b> <b>WELL I ASK YA</b><br>Eden Kane (London 1993)                             |
| <b>23</b> <b>I DON'T LIKE IT LIKE THAT</b><br>Bobbettes (Gone 5112)                            | <b>48</b> <b>WHAT KIND OF GIRL</b><br>Charmaines (Fraternity 880)                     |
| <b>24</b> <b>BIG RIVER, BIG MAN</b><br>Claude King (Columbia 42043)                            | <b>49</b> <b>VACATION TIME</b><br>Johnny Madara (Bamboo 511)                          |
| <b>25</b> <b>IMPOSSIBLE</b><br>Gloria Lynne (Everest 19418)                                    | <b>50</b> <b>A FAR BETTER THING</b><br>Della Reese (RCA Victor 7884)                  |



# ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

## ANGEL

Fall program (for dealers who buy minimum of 30 LP's) allows discounts of 12%, 15% and 20% on special groups of catalog LP's. Includes deferred shipping plan.

## AUDIO FIDELITY

1 free LP with every 5 purchased on the entire AF catalog. Termination date has not been set.

## CAEDMON

Entire Caedmon and Shakespeare Rec. Soc. catalogs on buy 10 get one free. Expires Sept. 30.

## CAPITOL

Fall program (for dealers who buy minimum of 50 LP's) offers 12% "special" discount instead of usual 2% cash discount. Coop ad allowance equal to 3% of program purchases is available. Expires: Sept. 30.

## CAPITOL OF THE WORLD

Capitol's International series is available to dealers on the basis of half price for 1 LP for every LP purchased at regular price. Expires: Sept. 15.

## CARLTON

"Summer Special"—20%-in-free-goods distrib bonus for the summer, including 20 new LP's that bow the Charlie Parker line and a "sound" label tagged Impact.

## EPIC

"Fall Merchandising Plan"—15% discount on all catalog LP's. Expires: Sept. 16.

## ELEKTRA:

Dealers-distributors are offered the label's entire LP catalog, except samplers, on a 1-free-for-every-7-purchased basis. 30, 60, 90-day extended billing privileges.

## KAPP & MEDALLION

Fall LP program includes a 10% discount on all Kapp product, 15% on all Medallion LP's. Expires: Sept. 30.

## LIBERTY

The entire Liberty catalog (except the three Chipmunk LP's) are being made available under the following fall program: All orders backed-up by a 100% guarantee, returnable for full credit any time after Feb. 1, 1962; 1/4 payments in Nov., Dec., Jan. and Feb., 2% 10, EOM; a 10% discount will be taken off the face of the dealer's invoice on the entire order. Expires: Sept. 29.

## LONDON

The first 12 releases in the label's new "phase 4 stereo" and "sound 4 monoponic high fidelity 1962" lines are being offered to dealers on a buy-6-pay-for-5 deal. Half payments are due in Nov. and Dec., with 2% cash discount. Expires: Sept. 15.

## PACIFIC JAZZ

"Pre-Fall Plan"—On a minimum order of 100 LP's distributors get 2 free for every 10 LP's purchased. Expires: Sept. 24.

## PRESTIGE

On the New Jazz line a 20% discount (plus usual 5%) is available until Sept. 8. Beginning Aug. 28 all Prestige International, Bluesville & Swingsville LP's are being offered on a buy-10-get-2-free basis. Expires: Oct. 8.

## REQUEST

For each 10 Request LP's purchased, Dealer is allowed to exchange 3 LP's of any other label. Also, LP's purchased under this plan are on 100% exchange privilege until end of year. Expires Sept. 30.

## ROULETTE

"Fall Festival"—Straight 15% discount on all LP purchases. Deferred 30-60-90 day billing to qualifying dealers. Expires: Sept. 25.

## STARDAY

"Second Annual Country Music Spectacular Package Goods Sale"—50 LP's & 20 EP's are being offered to dealers on a 3-for-10 basis. Dealers can select 3 free LP's within the same price bracket for each 10 that are ordered either separately or accumulatively. Expires: Sept. 15.

## TIME

Label's entire Series 2000 catalog is available on a buy-4-get-1-free basis. Expires: Sept. 15.

## UNITED ARTISTS

Albums purchased for display in firm's new "Album of the Month" display rack entitles dealers to get 2 LP's free for every 10 purchased. LP's will be packaged in special set-up to specifically fit the rack.

## WARNER BROS.

15% bonus on all LP's, except a \$1.98 "Flappers, Speakeasies, and Bathtub Gin" sampler, to distributors-dealers. Dealers entitled to receive 30, 60, 90 day deferred dating from their WB distributors.

## Nat Goodman Joins Sunset In Exec Post; Brings Talent

NEW YORK—Nat Goodman has been named vice president and general manager of Sunset Enterprises, the personal management firm. Goodman will helm Sunset and operate out of the firm's New York and Los Angeles offices with Clyde Otis, founder of the firm, and arranger Belford Hendricks.

By joining Sunset, Goodman, former west coast A&R rep for Mercury Records, also merges the talent in his own management stable under the Sunset banner. Goodman brings with him the Diamonds, the Smothers Brothers, the Parmours and Jay Epae. Sunset already has Brook Benton and Timi Yuro.

Goodman said that we will continue the type of operation Sunset was set up as, not only to manage the talent but to arrange and produce all their sessions and to build new talent through extensive exploitation and promotion. He also indicated that several "big names" are being negotiated for the Sunset stable.

## Starday Sets German Pubbery, Foreign Releases; Extends Sale

NASHVILLE—Martin Haerle, sales and production exec at Starday Records, returned recently from a trip to Germany, France and Switzerland where he negotiated the forming of a Starday publishing company in Hamburg, Germany and arranged for the release of Starday product in Germany, France, Holland and Sweden. Haerle also met with execs of Top Rank, which distributes Starday in Europe, and conferred with Starday publishing affiliates in Europe.

Starday topper Don Pierce also disclosed that the firm's "Country Music Spectacular" package goods sale received such an overwhelming response that production had been backed up. Therefore, the sale has been extended to a Sept. 15 expiration date.

New Starday distributor in Los Angeles is Jack Frost's new Sunset Sales operation.

## Command Unveils 35mm Film Recording; Releases "Stereo 35" LP

NEW YORK—After months of engineering effort and at a cost in excess of \$300,000, Command Records last week issued its initial "Stereo 35" album, the first in a series of Command disks recorded on 35mm film and hailed by the company as the greatest advance in the field of stereo in recent years.

The first release, called "Stereo 35 MM," features Enoch Light and a 60 piece orchestra playing a dozen standards arranged by Lew Davies. It was recorded at Carnegie Hall.

Enoch Light, head of Command, introduced his new line at a press conference and demonstration in Studio B of the Great Northern Hotel.

In presenting plans for the "Stereo 35" line Light explained the advantages he and his engineers discovered in 35mm film over the tapes he and other companies had been using. In attempting to achieve a still better sound in the recording of large orchestras, it was found that even the most advanced tape techniques were faced with two mechanical limitations which create minor distortions—hiss and flutter. Light claims that the tight holding of the film by sprockets eliminated flutter and the extra width of the film eliminated hiss, adding up to a more faithful recorded sound and the complete elimination of any

infinitesimal background noise.

Also, the cost of recording on film, reportedly ten times that of recording on tape, presented a monetary problem. But Light now feels that the overall results achieved through many tests and the first recording will reap benefits to overcome the additional expense involved.

Other advantages found in 35mm film were: The thickness of the film reduced the possibility of contamination by print-through; excellent frequency response assured by the fast speed—18 ips—the film travels; the wider track allows for maximum separation and a wider range of dynamics without distortion; greater tensile strength and sprocket drive eliminates pitch change due to tape stretch; signal to noise ratio is far superior.

A special dealer preview hearing of yet unreleased Command albums on 35mm film is set for the Starlight Roof of the Waldorf Astoria Hotel, Sept. 6. At this time Light will unveil the first Command classical recordings on film.

## 3rd Series Of Victor Distrib Advisory Meets

NEW YORK—RCA Victor Records last week announced the third series of Distributor Advisory Council meetings to be held during late September and early October in Dallas, Pittsburgh, Newark and Seattle. Directing the meetings will be David Finn, Victor's manager of record distributor relations, and in attendance will be the regional delegates elected to represent all Victor distributors at these informal sessions.

The first meetings of the Councils were in March, 1961; followed by a second series in June. The location of the meetings change with each new schedule to permit different distributors to act as regional hosts. Reports of all regional meetings are later made available to every distributor.

The meetings are designed as an opportunity in which mutual problems and programs can be studied and discussed in order to create better relations and more profitable operations for the benefit of dealers as well as the distributors and the manufacturer. J. Y. Burgess, Jr., division vice-president, Commercial Sales, has described the meetings as a "forward look which enables all of us to assume a more practical approach on the planning of new product and merchandising programs."

## ASCAP To Fete Int'l Composer Group

NEW YORK—Stanley Adams, president of ASCAP announced last week that ASCAP will hold a reception on Tuesday, September 5, at the Low Library Rotunda, Columbia University, from 4 to 6 PM, in honor of the International Musicological Society. Members of the ASCAP board of directors, as well as composer members as William Bergsma and Nicolas Slonimsky, will be among the famous composers of the Society who will act as hosts.

The Eighth Congress of the International Musicological Society will convene in New York City from September 5 to 11. Dr. Friedrich Blume of Germany is the President of the International Musicological Society.

This year will mark the twenty-seventh annual meeting of the American Musicological Society, of which Professor Donald J. Grouse of Cornell University is President.

A HIT-WINNING PAIR!  
• THE CHARMAINES on Fraternity  
• ERMA FRANKLIN on Epic  
**"WHAT KIND OF GIRL"**  
(Do You Think I Am?)  
• SOUND-SATIONAL!  
**"SWINGING PREACHER"**  
ERNIE FREEMAN on Imperial  
B. F. WOOD MUSIC CO., Inc.  
1619 Broadway, New York, N.Y.

**SMASH!!!**  
**"RIGHT NOW"**  
b/w  
**"BABY DON'T LEAVE ME"**  
Joe Henderson  
Todd 1066  
Distributed Nationally thru  
**JAY-GEE RECORD CO., INC.**

REACHING THE TOP  
**TEASIN - MELODY**  
B/W  
A NEW VERSION OF  
**MARCHETTA**  
Savoy #1604  
**SAVOY** RECORD CO  
NEWARK, N. J.

The 3 Friends  
**"GO ON TO SCHOOL"**  
b/w  
**"You're A Square"**  
#5773  
**Imperial Records**



## Katzel Named Roulette's Gen. Sales Mgr.



BUD KATZEL

NEW YORK—In line with a further realignment of Roulette's executive staff, Morris Levy, president of the company, announced last week the appointment of Bud Katzel to the post of General Sales Manager for Rou-

lette and its divisions, Gee, Roost and Tico. In making the appointment, Levy explained that since joining Roulette four years ago, Bud Katzel has been involved in all phases of the diskery's operation and that in the past two years he has spent a major portion of his time actively engaged in the sales department. In this capacity, Katzel has developed a close relationship with the Roulette distributors and has proven that he now stands eminently qualified to take charge and direct the firm's sales operation and contribute to its continued growth. Levy also added that the appointment was of personal satisfaction since it has been assigned to a man within the company who has worked his way up from the ranks.

Katzel first entered the record business in 1951 and served as promotion representative for Decca Records in the Mid-West and later was transferred to their eastern division.

In 1957, six months after Roulette was formed, he joined the label as director of publicity and public relations. After a brief period he took on additional duties as promotion and advertising director. In 1959, he began working directly with the Roulette distributors in the company's sales department.

As General Sales Manager, Bud Katzel will work with and be directly responsible to Morris Levy, who just recently announced that he will assume a more active role in every phase of the company's operation. Levy revealed that the company's plans call for a new expansion of the promotion and publicity department under Bud Katzel's aegis and that an announcement to this effect will be made shortly.

Both Morris Levy and Bud Katzel will leave this week to attend the NARM Mid-Year Sales Meeting and Convention in Chicago.

### Capitol Pushes Kiddie Disks; Re-Releases 9 Packages

HOLLYWOOD—Capitol Records will reissue its all-time best selling kiddie records in LP for the first time in a new stepped-up drive to regain leadership in a field which it once dominated.

The firm will release nine 12" LP's this month. In addition, the lead-off package, "Bozo At The Circus," Capitol's best-selling kiddie disk and one of the best sellers in the history of the field, will be issued as a compact 33. Three of the packages are Capitol Record Readers, where the recorded sound is coordinated with cartoon strips bound in to the double-fold liner. The Readers, to retail at \$2.98, are "Woody Woodpecker and His Talent Show," "Walt Disney's Three Little Pigs" and "Bozo At The Circus." The other six sets are: "Walt Disney's The Sorcerer's Apprentice," "Sparky's Magic Piano," "Rusty In Orchestraville," "Little Toot And Other Walt Disney Favorites," "Bugs Bunny and His Friends" and "Bible Stories" narrated by Claude Rains. These will retail at \$1.98. The "Bozo" compact 33 is priced at \$2.35.

Capitol, which was instrumental in reviving the kiddie record business in 1946 after radio caused a slump, feels that the current TV-caused slump can now be overcome by a big push. The firm reports that its kiddie 45's still sell strong.



## TOP TEN JUKE BOX TUNES (PLUS THE NEXT 25)

1—MICHAEL—Highwaymen	United Artists 258	1
2—SCHOOL IS OUT—U. S. Bonds	Legrand 1009	4
3—WOODEN HEART—Joe Dowell	Smash 1708	5
4—TOSSIN' & TURNIN'—Bobby Lewis	Belmont 1002	2
5—HURT—Tini Turo	Liberty 55343	8
6—LAST NIGHT—Markeys	Satellite 107	3
7—TAKE GOOD CARE OF MY BABY—Bobby Vee	LIBERTY 55354	21
8—PRETTY LITTLE ANGEL EYES—Curtis Lee	Dunes 2007	6
9—DON'T BET MONEY HONEY—Linda Scott	Canadian American 127	10
10—YOU DON'T KNOW WHAT YOU'VE GOT—Ral Donner	GONE 5108	16

11) The Mountain's High	18) Let The Four Winds Blow	27) As If I Didn't Know
12) I'm Gonna Knock On Your Door	19) Amor	28) Hats Off To Larry
13) Does Your Chewing Gum Lose Its Flavor	20) Quarter To Three	29) Little Sister
14) Let's Twist Again	21) Crying	30) I'll Never Smile Again
15) Who Put The Bomb	22) Never On Sunday	31) A Little Bit Of Soap
16) I Like It Like That	23) Sea Of Heartbreak	32) A Thing Of The Past
17) I Fall To Pieces	24) I Just Don't Understand	33) Dum Dum
	25) Together	34) Bless You
	26) My True Story	35) Without You

### Grauer Acquires Offbeat And Washington Records

NEW YORK—Bill Grauer Productions, parent firm of Riverside Records, last week announced that it had acquired Washington and Offbeat Records. The deal was completed by Grauer and Bob Bialek, president of Washington Records. A long-term pact has also been signed with Bialek whereby he will serve as the new operation's classical and specialty A&R director. Offices will be opened in Washington, D.C. and will be headed by Bialek.

The Washington label has won acclaim for its recordings of the Haydn

Piano Sonatas. Last year it won a "Grammy" for its production of the six-disk "F.D.R. Speaks" package. Offbeat Records specialized in intimate revue recordings, such as the Julius Monk productions, and has attracted international attention for its jazz recordings of guitarist Charlie Byrd. The line also has covered the humor field with disks by Henry Morgan and Ronnie Graham.

The acquisition of the two lines will spur Grauer's activities in the classical and humor field. Label identity will be maintained on both lines.

### Backstage At The Jubilee



SPRINGFIELD, MO.—Claude King, Tex Ritter and the Fuller Bros. were among the artists set to appear on the September 1st NBC-TV colorcast of the "Five-Star Jubilee" from Springfield. Discussing the show backstage, during the August 19th filming are Claude's manager Tillman Franks, left, Claude and Tex. Claude's current chart-rider, on Columbia, is "Big River, Big Man" while Tex is clicking with "Hillbilly Heaven" on Capitol.





# Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—SEPT. 9, 1961

## MONAURAL

## STEREO

	Pos. Last Week		Pos. Last Week		Pos. Last Week		Pos. Last Week
1		● <b>PORTRAIT OF JOHNNY</b> Johnny Mathis (Columbia CL 1644; CS 8444)	2	26		● <b>JUMP UP CALYPSO</b> Harry Belafonte (RCA Victor LPM 2388; LSP 2388)	34
2		● <b>SOMETHING FOR EVERYBODY</b> Elvis Presley (RCA Victor LPM 2370; LSP 2370)	1	27		<b>BOBBY DARIN STORY</b> (Atco 33-131)	23
3		● <b>JUDY AT CARNEGIE HALL</b> Judy Garland (Capitol BO 1569; SWBO 1969)	8	28		● <b>BOLL WEEVIL SONG &amp; OTHER GREAT HITS</b> Brook Benton (Mercury MG 20641; SR 60641)	31
4		● <b>GREAT MOTION PICTURE THEMES</b> Various Artists (United Artists UAL 3122; UAS 61220)	3	29		★ <b>ENCORE OF GOLDEN HITS</b> Platters (Mercury MG 20472 *EP-1, 4029, 30)	29
5		● <b>GOING PLACES</b> Kingston Trio (Capitol T 1564; ST 1564)	4	30		● <b>MOODY RIVER</b> Pat Boone (Dot DLP 3384; 25384)	21
6		● <b>CAMELOT</b> Orig. B'way Cast Columbia KOL-5620; KOS-3021)	6	31		● <b>MORE GREATEST HITS</b> Connie Francis (MGM E 3942; SE 3942)	24
7		<b>QUARTER TO THREE</b> U.S. Bonds (Legrand LLP 3001)	7	32		● <b>TONIGHT IN PERSON</b> Limelites (RCA Victor LPM 2272; LSP 2272)	32
8		● <b>YELLOW BIRD</b> Lawrence Welk (Dot DLP 3389; 25389)	5	33		● <b>AIN'T THAT WEIRD</b> Brother Dave Gardner (RCA Victor LPM 2335; LSP 2335)	35
9		● <b>SINATRA SWINGS</b> (Formerly SWING ALONG WITH ME) Frank Sinatra (Reprise R 1002; R9 1002)	11	34		● <b>TIME OUT</b> Dave Brubeck (Columbia CL 1397; CS 8192)	41
10		★ <b>COME SWING WITH ME</b> Frank Sinatra (Capitol W 1594; SW 1594; EAP 1,2, 3-1594)	13	35		● <b>YOUR REQUEST SING ALONG WITH MITCH</b> Mitch Miller & The Gang (Columbia CL 1671; CS 8471)	—
11		● <b>TV SING ALONG WITH MITCH MILLER</b> (Columbia CL 1628; CS 8428)	9	36		● <b>RAY CHARLES &amp; BETTY CARTER</b> (ABC Paramount ABC 385; ABCS 385)	38
12		● <b>NEVER ON SUNDAY</b> Movie Soundtrack (United Artists UAL 4070; UAS 5070)	10	37		● <b>ALL THE WAY</b> Brenda Lee (Decca 4176; DL 74176)	42
13		<b>KNOCKERS UP</b> Rusty Warren (Jubilee 2029)	19	38		● <b>THE HIGHWAYMEN</b> (United Artists UAL 3125; UAS 6125)	40
14		● <b>YELLOW BIRD</b> Arthur Lyman (HiFi L 1004; 1004)	16	39		● <b>G.I. BLUES</b> Elvis Presley (RCA Victor LPM 2256; LSP 2256)	30
15		● <b>STARS FOR A SUMMER NIGHT</b> Various Artists (Columbia PM 1; PMS 1)	15	40		● <b>GENIUS+SOUL=JAZZ</b> Ray Charles (Impulse A 2; A52)	36
16		● <b>EXODUS</b> Movie Soundtrack (RCA Victor LM 1058; LSO 1058)	12	41		● <b>HERE'S JONATHAN</b> Jonathan Winters (Verve V 15025; V6 15025)	37
17		● <b>CARNIVAL</b> Original Cast (MGM E 3946; SE 3946)	14	42		<b>OLDIES BUT GOODIES VOL. III</b> Various Artists (Original Sound OSR LPM 5004)	45
18		● <b>THE ASTRONAUT</b> Bill Dana (Kapp KL 1238; K5 3238)	22	43		● <b>I'M GLAD THERE IS YOU</b> Gloria Lynne (Everest LPBR 5126; SDBR 1126)	44
19		● <b>FOUR PREPS ON CAMPUS</b> (Capitol T 1566; ST 1566)	27	44		● <b>EMOTIONS</b> Brenda Lee (Decca DL 4104; 74104)	39
20		● <b>RICK IS 21</b> Ricky Nelson (Imperial LP 9152; IMP 12071)	18	45		● <b>GOLDEN PIANO HITS</b> Ferrante & Teicher (Ultra Audio WW 7505; WWS 8505)	33
21		● <b>SOMEBODY LOVES ME</b> Ray Conniff Singers (Columbia CL 1642; CS 8442)	26	46		<b>SOLID GOLDEN HITS</b> Freddie Cannon (Swan 505)	48
22		● <b>PAUL ANKA SINGS HIS BIG 15 Vol II</b> (ABC Paramount ABC 390; ABCS 390)	25	47		● <b>STAN FREBERG PRESENTS THE U.S.A.</b> (Capitol W1573; SW1573)	50
23		● <b>EBB TIDE</b> Earl Grant (Decca DL 4165; DL 74165)	28	48		● <b>STARLIGHT STARBRIGHT</b> Linda Scott (Canadian American CALP 1005; SCALP 1005)	47
24		● <b>THE SOUND OF MUSIC</b> Original Cast (Columbia KOL 5450; KOS-2020)	20	49		● <b>ALL THE WAY</b> Frank Sinatra (Capitol W 1538; SW 1538)	43
25		● <b>EXODUS TO JAZZ</b> Eddie Harris (Vee Jay LP 3016; ST 3016)	19	50		● <b>LOVE SWINGS</b> Bobby Darin (Atco 33-134; SD 33-134)	49
				1		<b>YELLOW BIRD</b> Lawrence Welk (Dot 25389)	3
				2		<b>CAMELOT</b> Orig. B'way Cast (Columbia KOS-3021)	2
				3		<b>GREAT MOTION PICTURE THEMES</b> Various Artists (United Artists UAS 61220)	1
				4		<b>JUDY AT CARNEGIE HALL</b> Judy Garland (Capitol SWBO 1569)	8
				5		<b>PORTRAIT OF JOHNNY</b> Johnny Mathis (Columbia CS 8444)	9
				6		<b>EXODUS</b> Movie Soundtrack (RCA Victor LSO-1058)	4
				7		<b>YELLOW BIRD</b> Arthur Lyman (HiFi 1004)	10
				8		<b>NEVER ON SUNDAY</b> Movie Sound Track (United Artists UAS 5070)	6
				9		<b>SINATRA SWINGS</b> (Formerly SWING ALONG WITH ME) Frank Sinatra (Reprise R9 1002)	14
				10		<b>GOIN' PLACES</b> Kingston Trio (Capitol ST 1564)	5
				11		<b>COME SWING WITH ME</b> Frank Sinatra (Capitol SW 1594)	15
				12		<b>TV SING ALONG WITH MITCH MILLER</b> (Columbia CS 8428)	7
				13		<b>STARS FOR A SUMMER NIGHT</b> Various Artists (Columbia PMS 1)	13
				14		<b>THE SOUND OF MUSIC</b> Original Cast (Columbia KOS-2020)	12
				15		<b>SOMEBODY LOVES ME</b> Ray Conniff Singers (Columbia CS 8442)	21
				16		<b>SOMETHING FOR EVERYBODY</b> Elvis Presley (RCA Victor LSP 2370)	11
				17		<b>EBB TIDE</b> Earl Grant (Decca DL 74165)	18
				18		<b>CARNIVAL</b> Original Cast (MGM SE 3946)	16
				19		<b>EXODUS TO JAZZ</b> Eddie Harris (Vee Jay ST 3016)	19
				20		<b>JUMP UP CALYPSO</b> Harry Belafonte (RCA Victor LSP 2388)	28
				21		<b>CALCUTTA</b> Lawrence Welk (Dot DLP 25359)	17
				22		<b>FOUR PREPS ON CAMPUS</b> (Capitol ST 1566)	32
				23		<b>GENIUS+SOUL=JAZZ</b> Ray Charles (Impulse AS 2)	20
				24		<b>PERSUASIVE PERCUSSION</b> Terry Snyder (Command RS 800 SD)	25
				25		<b>TIME OUT</b> Dave Brubeck (Columbia CS 8192)	34
				26		<b>GOLDEN PIANO HITS</b> Ferrante & Teicher (United Artists WWS 8505)	22
				27		<b>EXODUS</b> Mantovani (London PS-224)	31
				28		<b>ALL THE WAY</b> Frank Sinatra (Capitol SW 1538)	24
				29		<b>ITALIA MIA</b> Mantovani (London PS 232)	23
				30		<b>MOODY RIVER</b> Pat Boone (Dot 25384)	29
				31		<b>MORE GREATEST HITS</b> Connie Francis (MGM SE 3942)	26
				32		<b>ALL THE WAY</b> Brenda Lee (Decca 74176)	37
				33		<b>SOUTH PACIFIC</b> Movie Cast (RCA Victor LSO-1032)	30
				34		<b>BOLL WEEVIL SONG &amp; OTHER GREAT HITS</b> Brook Benton (Mercury SR 60641)	39
				35		<b>RAY CHARLES &amp; BETTY CARTER</b> (ABC Paramount ABCS 385)	40
				36		<b>RING A DING DING</b> Frank Sinatra (Reprise R9 1001)	27
				37		<b>LA DOLCE VITA</b> Original Soundtrack (RCA Victor Int'l FSO 1)	35
				38		<b>YOUR REQUEST SING ALONG WITH MITCH</b> Mitch Miller & The Gang (Columbia CS 8471)	—
				39		<b>BELAFONTE AT CARNEGIE HALL</b> Harry Belafonte (RCA Victor LSO-6006)	36
				40		<b>ON THE REBOUND</b> Floyd Cramer (RCA Victor LSP 2359)	41
				41		<b>MUCHO GUSTO</b> Percy Faith (Columbia CS 8439)	44
				42		<b>G. I. BLUES</b> Elvis Presley (RCA Victor LPS 2256)	38
				43		<b>BRAZEN BRASS FEATURES SAXES</b> Henry Jerome & Orch. (Decca DL 74127)	45
				44		<b>ROARING 20's</b> Dorothy Provine (Warner Bros. WS 1419)	—
				45		<b>ORANGE BLOSSOM SPECIAL-WHEELS</b> Billy Vaughn (Dot 25366)	33
				46		<b>MORE ENCORE OF GOLDEN HITS</b> Platters (Mercury SR-60252)	49
				47		<b>WILDCAT</b> Original B'way Cast (RCA Victor LSO 1060)	43
				48		<b>VICTORY AT SEA VOL III</b> Robert Russell Bennett (RCA Victor LSC 2523)	50
				49		<b>I'M GLAD THERE IS YOU</b> Gloria Lynne (Everest SWBR 1126)	46
				50		<b>FANNY</b> Soundtrack (Warner Bros WS 1416)	50

● Also available in Stereo

★ Also available in EP





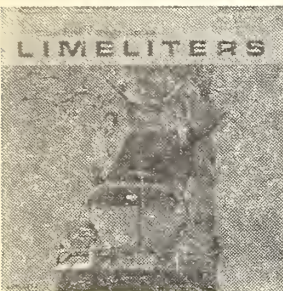
# ALBUM REVIEWS

## POPULAR PICKS OF THE WEEK



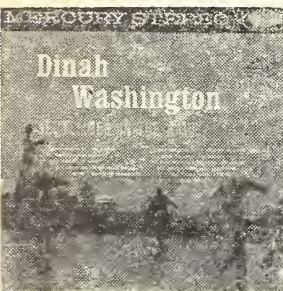
### "YOUR REQUEST SING ALONG WITH MITCH"—Mitch Miller and the Gang—Columbia CL 1671

Mitch and the Gang are back again, this time to supposedly answer requests. In the now-familiar fashion, they ring out in glorious tribute to such sturdies as "Then I'll Be Happy," "Paddlin' Madelin' Home," "It's Been A Long, Long Time," "Aura Lee," "Cecilia" and "Back In Your Own Back Yard"; 15 tunes in all. Another sales pacer.



### "THE SLIGHTLY FABULOUS LIMELICKERS"—RCA Victor LPM-2393

By combining a thorough knowledge of the folk music literature with a modern, but still authentically colored vocal style, and a sophisticated, never-condescending comic manner, the Limelickers have shot to the near fore in their field. It seems as if they twit their contemporaries yet manage to indulge too. And the public has appreciated their light-handedness. This second album was recorded live at a San Francisco concert. It contains performances of "Lass From the Low Country," "Whitling Gypsy," "Mama Don't Low" and other varied items. Big selling strength.



### "SEPTEMBER IN THE RAIN"—Dinah Washington—Mercury SR-60638

An effervescent warmth radiates from the grooves of this album as Dinah glitteringly essays a brace of sentimental romantics. Solid string support effectively builds the mood for Dinah's warbling of "September in the Rain," "This Heart of Mine," "I've Got My Love To Keep Me Warm" and nine more. Chart status is inevitable.



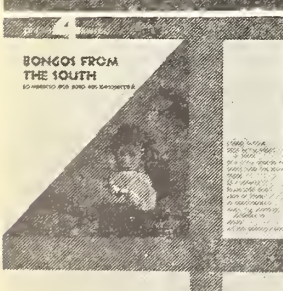
### "JUST A LITTLE SENTIMENTAL"—Marty Robbins—Columbia CL 1666

Though he still retains some of his country music identity through such Hank Williams evergreens as "Half As Much" and "I Can't Help It" and several self-penned items, Marty Robbins takes a giant step away from these beginnings in straight pop wrap-ups of "Unchained Melody," "Too Young" "To Each His Own" and others. The balladeer is in great form here; his sincerity and emotion are almost awesome in proportion, his ballad strength shines brightly. Should be another hit album for Robbins.



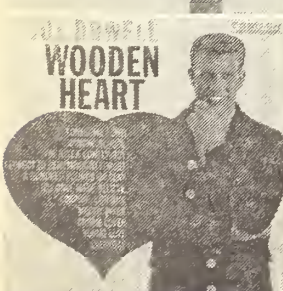
### "NEW PIANO IN TOWN"—Peter Nero—RCA Victor LPM-1283

The success of his debut Victor and the impressiveness of this second LP venture indicates that Peter Nero's a new successor to the pop piano crown. He invests his playing of familiar evergreens with a strong dose of classical drama, yet gets a freshness to his approach. Marty Gold's string-highlighted ork accompanies in like manner. Tunes here include "Mountain Greenery," "Three Coins in the Fountain," "Just One of Those Things" and "On the Street Where You Live." Could make a chart stand.



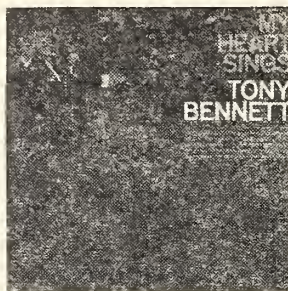
### "BONGOS FROM THE SOUTH"—Edmundo Ros and his Orch.—London SP 44003

London's "phase 4 stereo" captures with remarkable clarity the pitch and resonance of the bongos as they supply the fanfare and drive for a thundering south-of-the-border program by the British orkster. Such tunes as "Lady of Spain," "Brazil," "Deep in the Heart of Texas" and "El Cumbanchero" appear in precision-honed performances and will provide titillating listening for even the most blasé non-believers. To date, the "last word" in Latin percussion sets.



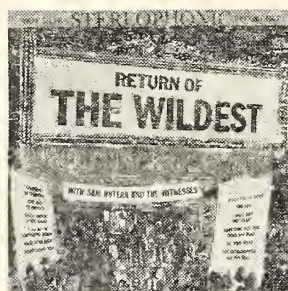
### "WOODEN HEART"—Joe Dowell—Smash MGS 27000

Joe Dowell leads off the label's first album release in a varied program of rock and roll hits that attest to his versatility as a pop songster. The lineup embraces "Everyday," "Dream Lover," "100 Lbs. of Clay," "Corrina Corrina," "Moody River" and, of course, his own "Wooden Heart." Powerful package for the youngsters.



### "MY HEART SINGS"—Tony Bennett—Columbia CL 1658

The Tony Bennett train shifts into high gear again for another superb album session. Here, the singer has chosen one tune each from the repertoire of those he admires and then wraps them up in his own stylish way. Ralph Burns guides the big, brassy band in support. Tunes include "Don't Worry 'Bout Me," "Toot, Toot, Tootsie!," "Close Your Eyes," "Lover Man" and "More Than You Know." Deck has the incendiary excitement of a "live" performance.



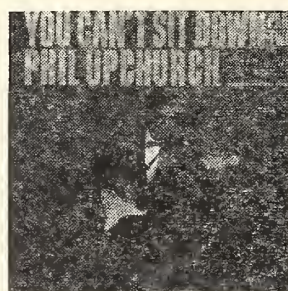
### "RETURN OF THE WILDEST"—Louis Prima & Keely Smith—Dot DLP 25392

Louis, Keely and Sam Butera and the Witnesses tear up another disk storm here in their latest Dot outing. Louis offers "Come Back to Sorrento," "Chinatown My Chinatown," "Old Man Mose"; Keely sings "For Sentimental Reasons" and Sam and the boys contribute a couple of instrumental tracks as well as brassy support to the hectic proceedings. Their many fans will get a boot out of this.



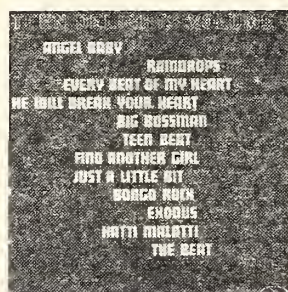
### "LOVE MAKES THE WORLD GO 'ROUND"—Jane Morgan—Kapp KL-1250

The sweet-voiced thrush gently caresses a dozen sentimental romantics in her latest album. The "Theme From Carnival" heads up a list that also includes "Count Every Star," "Incurably Romantic," "Where's The Boy" and "He Makes Me Feel I'm Lovely." Fine vocal entertainment.



### "YOU CAN'T SIT DOWN Part 2"—Phil Upchurch—Boyd UAL 3162

The guitar-playing Upchurch led his hard driving combo to the top of the charts via the title song. This album brings to teeners more of the raucous, big beat doings of the group. Lineup includes both parts of "You Can't Sit Down" as well as a handful of other fiery instrumentals. Good teen issue.



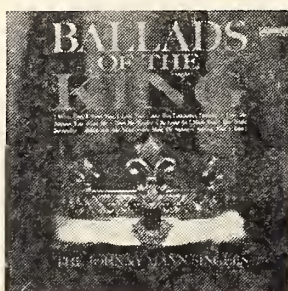
### "TEEN DELIGHTS"—Vol. 2—Vee Jay LP 1036

Label has rounded up a dozen past pop clicks from its own and other catalogs for this second volume issue. Among the tracks here are "Raindrops"—Dee Clark, "Bongo Rock"—Preston Epps, "Teen Beat"—Sandy Nelson, "Angel Baby"—Rosie and the Originals and "Exodus"—Eddie Harris. Could mean teen loot.



### "JOEY CARTER'S LITTLE BELLY LAUGHS"—Epic LN 3801

With TV fame tucked in his belt, Joey Carter launches his first comedy album. It should be a success. His innate knack for creating nonsensical "folk songs" is hilarious and, in his old-fashioned way, he offers various other commentaries on familiar comedy scenes. It's good, down-to-earth fun.



### "BALLADS OF THE KING"—The Johnny Mann Singers—Liberty LRP-3198

The "King" here is Elvis Presley. The 15-member mixed chorus under Johnny Mann's direction offers readings of a dozen of Presley's ballad hits. It's a pleasurable performance that has both teen and adult appeal. Selections include "Surrender," "Love Me Tender," "Loving You," "It's Now Or Never" and "Are You Lonesome Tonight."



## JAZZ PICKS OF THE WEEK

### "TWO SIDES OF LOVE"—Dick Williams—Capitol ST 1600

A very capable singer with an easy gait and straightforward musical thinking, Dick Williams proves triple-threat abilities here by having penned the arrangements and leading the ork and chorus. As the title indicates, side one is concerned with the bright romantic doings and Dick digs in groovily for "Lucky In Love" and "Put On A Happy Face." Side two reverses the pattern through moody treatments of "I Should Care" and "Can't Get Out of This Mood." Pleasing date.

### "NAKED CITY"—Jack Costanzo and his Orch.—Liberty LST 7195

Latin percussionist Costanzo here heads up a big brass-oriented ork playing a collection of themes; from TV, Broadway and the flicks. These familiar items are freshened by the approach here which, though relying on a base of Latin percussion, maintain a constantly interesting level. Selections include "Naked City," "Peter Gunn," "Mr. Lucky," "Carnival" and "Summer Place." Stereo is a big asset to the colorful ork doings.

### "LAWS FOR DANCING"—Maury Laws—Time S/2040

Laws has welded together a big band in the precision manner for an engrossing stereo-balanced attack on a dozen fine old chestnuts. Ideally, the dance beat is never neglected, for this music was meant specifically for dancing. Lineup comprises such swing era favorites "Don't Get Around Much Anymore," "Jersey Bounce," "Moonlight Cocktail," "Music Makers" and "Marie." A very "musical" outing.

### "SONGS FATHER TAUGHT ME"—Father Joseph Dustin (C.S.S.R.) and His Red-Hot Banjo—Riverside RLP 97509

Surprisingly, or not, Father Dustin does play a "red-hot" banjo in the style of its heyday, the 20's. Here, in his LP debut he plunks delightfully through a program of perennial's, such ideal banjo vehicles as "Chinatown, My Chinatown," "Bye Bye Blues," "Bill Bailey" and "I Get the Blues When It Rains," even singing a couple of lines here and there. It's great fun listening.

### "THE ART OF SINGING"—Carlo Menotti—Chancellor CHLX 5020

Budding young songsters have an opportunity here to learn some of the finer points of the art from the man who is credited with teaching many of today's top vocal stars. The two-disk set contains lengthy exercise patterns as well as spoken lessons; the liner notes are well-detailed. Many will appreciate the package.

### "CARTER FAMILY MEMORIAL ALBUM"—Bill Clifton and his Dixie Mountain Boys—Star-day SLP 146

With the passing of Doc Carter last year went one of the greatest traditions of American mountain music. Now, Bill Clifton, one of today's most talented exponents of the Carter family's musical heritage, offers standout performances of memorable Carter songs, among them "Green Fields of Virginia," "My Clinch Mountain Home" and "Old Cottage Home." An able group supports Clifton in the traditional manner. Album is of interest to folk music enthusiasts and the country market.

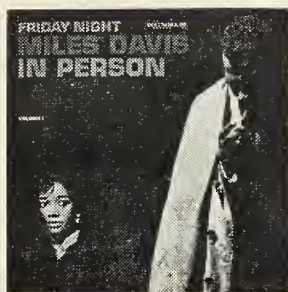
### "EWAN MacCOLL SINGS BRITISH INDUSTRIAL BALLADS"—Vanguard VRS-9090

British industrial songs—weavers, miners, railways, factories—provide a wealth of fascinating folk material. Ewan MacColl is a leading collector of these songs, has written a few himself, and is one of the most charming and engaging performers in this idiom. Above all, he is genuinely authentic in his approach. In this album he performs such as "The Collier Laddie," "The Work of the Weavers," "Fourpence a Day," "The Iron Horse" and 11 more. A stunningly beautiful folk collection.



### "AL (HE'S THE KING) HIRT AND HIS BAND"—RCA Victor LPM-2354

The excitement generated by Hirt's audiences, critics and the music world in general is matched only by the powerful, sweet and sturdy tones emitting from the bearded one's trumpet. His is a clarion call back to New Orleans, dominating all who play with him. Hear how he naturally assumes command of all three groups which back him on this set. Tunes include "The Jitterbug Waltz," "Jazz Me Blues," "Christopher Columbus" and "I Love Paris." Huge commercial potential.



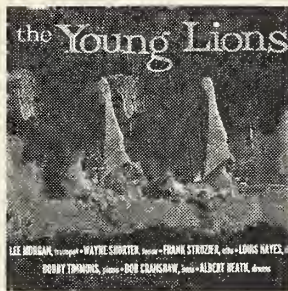
### "MILES DAVIS IN PERSON AT THE BLACK-HAWK, SAN FRANCISCO"—Vol. 1—Friday Night—Columbia CL 1669 Vol. 2—Saturday Night—CL 1670

Thankfully, these first "live" recordings of the Miles Davis group were made in the compatible atmosphere of the Blackhawk, for the conviviality of the place guaranteed a relaxed session. Except for the tunes, both disks are fairly similar—both maintaining the superb good taste and supreme artistry that has marked all of the Davis' group recording. On volume one he plays "No Blues," "All of You" and "Bye Bye Blackbird" among others; on the second set he plays "If I Were A Bell," "Oleo," "So What" and 3 others. Both sets will sell extremely well.



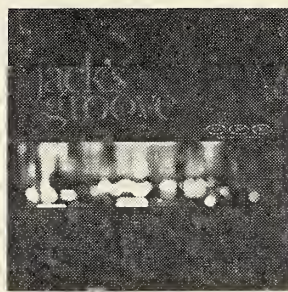
### "PRE-BIRD"—Charlie Mingus—Mercury SR 60627

The title derives from the fact that the Mingus pieces were written before Mingus' introduction to the work of Parker, when Ellington was his major influence. Two Ellington pieces complete the tribute. But the performances are strictly post-Bird, more precisely—current Mingus. They contain a striking individuality, a militant drive, heavy emphasis on church music. Performing with Mingus are many of his familiar sidemen: Dannie Richmond, Ted Curson, Eric Dolphy, Jimmy Knepper. Included are two "songs" sung by Lorraine Cousins that adhere to the now-established Mingus pattern. Excellent offering for Mingus fans.



### "THE YOUNG LIONS"—Vee Jay LP-3013

The composition of the group and the mean age are clearly indicative of at least one jazz trend—that of youngsters showing the way out of the morass of confusing trends and directions. Here, Lee Morgan, Wayne Shorter, Frank Strozier, Bobby Timmons and Louis Hayes (or Albert Heath) dig in hard for a pungent, groovy session in which blues and "soul" play a big hand. All perform with zeal and enthusiasm resulting in an exciting jazz package. The five tunes played are all originals by members of the group.



### "JACK'S GROOVE"—Jack Sheldon—GNP 60

The lineup of the Sheldon-led bands here read like a who's who of west coast musicians. They perform too with their expected excellence, providing Sheldon with a crackling good album for his leader debut. The writing for the nine and ten piece aggregations also shines. There's nothing heavy or unwieldy here and the groups move with the efficiency of a combo. Selections include "On Green Dolphin Street," "Julie Is Her Name," "Anyhow" and "I Had the Craziest Dream."

## CLASSICAL



### CHABRIER: "Espana," "Suite Pastorale," "Fete Polonoise," "Danse Slave," overture to "Gwendoline"—Paul Paray conducting the Detroit Symphony Orch.—Mercury SR 90212

Five short pieces by Chabrier comprise a relaxing, easily enjoyable light-classical issue by Paray and the Detroit Symphony. The immensely popular "Espana" is unfolded in all its spirit and enthusiasm and colorful melody. The other pieces are also accorded sympathetic readings. Stereo brilliance is outstanding here.



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b/w

# "PACKIN' UP"

Instant #3234

# CHRIS KENNER

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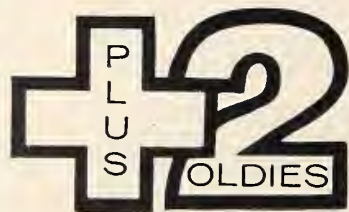
## The Dolphins

(1005 u&L)

## "RAINBOW'S END"

Empress #102

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THE BIG NEWS  
IS ON PAGES 8 & 9

## DIRECTIONAL

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OF SOUND  
IN  
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## III SOUND III

HOT NEW DANCE CRAZE!!

## "FOOT STOMPIN' "

(PART 1)

## THE FLAIRS

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## Manufacturer-Rack Jobber Meetings Highlight NARM Confab

PHILADELPHIA, PA.—Jules Malamud, executive secretary of the National Association of Record Merchandisers (NARM) announced that the NARM Mid-Year Meeting and Sales Conference, to be held at the Sheraton-Chicago Hotel, September 7-9, will feature the largest membership participation in the association's history. Forty record manufacturers will attend, as well as thirty-five rack jobbers.

NARM's Regular Membership (rack jobbers) will be on hand for a closed meeting on Thursday morning, September 7, at which time, President of NARM, Edward M. Snider (Edge, Ltd., Washington, D.C.) says, "Problems of immediate importance to the service distributors in the phonograph record industry will be discussed. Recent trends in the industry with which we are deeply concerned must be brought before our membership."

The Person-to-Person Conferences will begin Thursday afternoon, September 7, following a luncheon get-together of all meeting participants, and will continue all day Friday, September 9. "The overwhelming response to these personal appointments has been most gratifying," said Ken Sachs, (Merchants Wholesale, Detroit) chairman of the NARM function and a prime proponent of the Person-to-Person plan. Each of the forty suppliers to the rack jobbers has a pre-arranged appointment with each rack jobber. The phonograph record manufacturers will use these appointments to present up-coming programs for fall and Christmas business. Those firms who sell direct, expect to do some real order-writing. Those firms who operate through distributors will pre-sell for the distributors.

Records: Joe Bott, Cy Warner, Leo Hoffberg; Bernard Lowe Enterprises: Al Cahn; Mercury Records: Kenneth Myers, Harry Kelly; MGM/Verve Records: Sol Handwerker, Andy Miele; Miller International Company: David L. Miller, George Phillips; Pickwick Sales Corp.: Cy Leslie, Ralph Berson; Premier Albums, Inc.: Philip Landwehr, Kay Kelleher, George Kurtz; RCA Victor: William O'Dell, C. J. Boyd; Recoton Corp.: Peter Wish; Reprise Records: Jay H. Lasker; Roulette Records: Morris Levy, Bud Katzel; Strand Records: Sidney Pastner; Synthetic Plastics Record Corp.: Ira Moss, Ralph Gould; Tops Records: Larry Finley, Ray Brockman, Fred Levi; Treasure Productions: George Rosette; 20th Fox Record Corp.: Irv Stimler; U.S. Tape Corp.: Alan Ross; Vee Jay Records, Inc.: Jim McCormack, Randy Wood, Steve Clark.

Regular NARM members who will attend include: Akorn Housewares Corp.: Joseph Shapiro, Edward Kornvaes; Almor Playtime Company: Al Hyman; Beacon Record Dist.: Milton Israeloff; Bluff City Records: S. I. Bernbaum, J. L. Hurley, W. A. Swango; Dixie News Company: Tim Braswell, DeWitt Brown; Edge, Ltd.: Edward M. Snider; Fleetwood Record Service: Martin Zwerling; Gordon Sales Company: Gordon E. Bjork; Merchants Wholesale Service Co.: Kenneth Sachs, Roy Perini; Mershaw Of New York: Charles Schlang; Modern Record Service: George Berry, J. R. Chachere; Musical Isle Record Corp.: James J. Toedjens, Donald S. Van Gorp; Music City Record Racks, Inc.: Glen C. Becker; Pic-A-Tune, Inc.: David F. Watson; Pioneer Distributing Co.: Alvin Driscoll, Charles Schurzer; Quality Drug Service, Inc.: Ralph Anderson; Rak Sales, Inc.:

Harold Goldman; Record Dist. Co. of Dallas: James A. Guthrie; Record Distributing Company: Larry M. Rosmarin; Record Rack Service, Inc.: Ed. Mason; Record Service Company: Donald D. Belzer; Recordwagon, Inc.: Cecil Steen; Supermarket Housewares, Ltd.: Jack Post, Leonard Segal; Toy House of Hudson Valley: Lou J. Kustas; Utah Sundries: John Billinis; Wambach Distributors, Inc.: Endo Corsetti; Western Merchandisers: R. H. Williamson; Western Rack Services, Ltd.: D. B. Macmillan; Willard Record Merchandisers: Edward Jay, Ben Polk.

Perhaps an even more important use to which the Person-to-Person session will be put, is the discussion between rack jobber and record company of policy problems and decisions which have recently become a major factor in industry relationships. In giving the seller and the buyer this opportunity of sitting down face-to-face, interesting solutions may result.

Another key facet of the Person-to-Person sessions will be the discussion of various packaging and merchandising problems which have been emphasized by the almost daily increase of phonograph record business in food, drug, and variety stores, through the racks. These problems include polybagging, on-the-spot merchandising aids, and promotional ties between record companies and rack jobbers outlets.

On Saturday morning, a closed breakfast-meeting for Regular Members only, will conclude the parley. An evaluation of the entire meeting will be on the agenda, as well as certain NARM policy decisions affecting the course the association will take in the next six-month period.

Companies and reps attending the NARM mid-year meeting include: Affiliated Publishers: Richard Shapiro; Artia Recording Corp.: Stanley J. Cumberpatch; Atlantic Records: Robert Kornheiser; Budget Service Corp.: Henry LaPidus, Al Bean, Frank Sutton; Capitol Records: William B. Tallant, Jr.; Colpix Records: Joe S. Snyder; Columbia Records: Jack Loetz, Joe Lyons, George Kling, Mort Hoffman, Morris Baumstein; Crown Records: Saul Bihari, George Panos; Decca Records: Claude Brennan; Dot Records: George Urey; Freedman Artcraft Engineering: Gordon Freedman; Jubilee Records: Noel Wallis; Kapp Records: Philip Skaff; Chris Saner; Laurie Records: Robert Schwartz; Liberty Records: Allen LaVinger, Ken Revercomb; London.

## Crafts Are Back



NEW YORK—Warwick topper Mort Craft and the Mrs. are seen on their arrival here following a 10 day business trip that took them to England and Germany.



# BIG TWO-SIDED HIT

## "HIS LATEST FLAME"

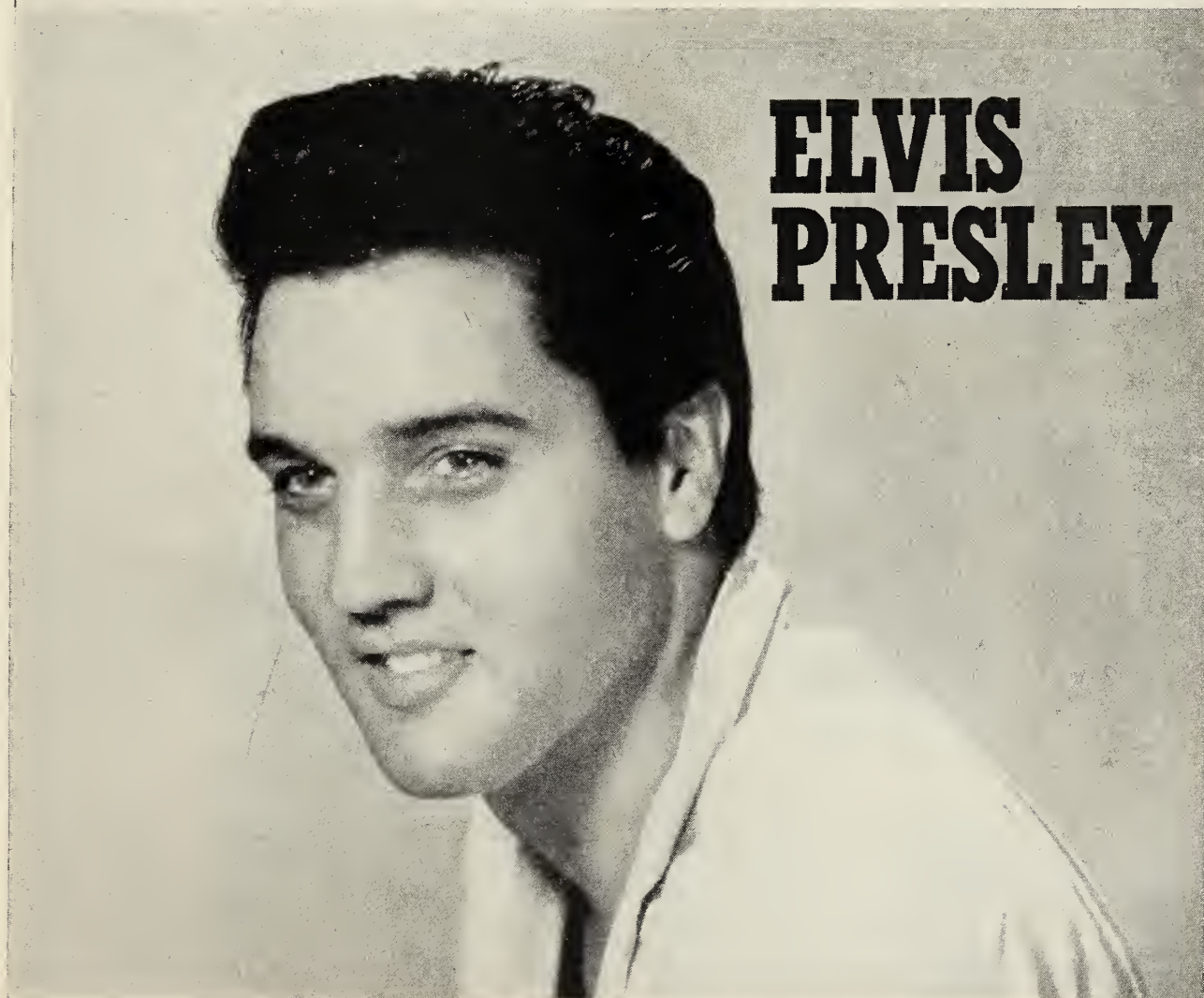
### RIDING WITH

**LITTLE SISTER**  
His Latest Flame

**COMPACT 33 SINGLE**

**RCA VICTOR**  
37-7908

A "New Orthophonic" High Fidelity Recording



**ELVIS PRESLEY**

*Elvis Presley is great in his beltin', rockin', big beat style! Full-color sleeve, also available in 45 rpm. #37-7908. Order this double hit . . . big!*

 **RCA VICTOR**   
The most trusted name in sound

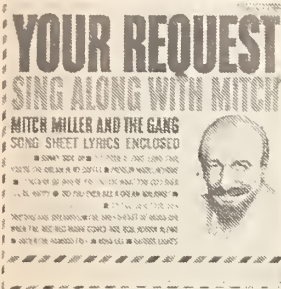




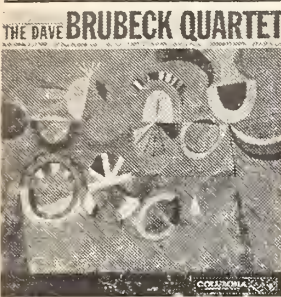
## ALBUM SURE SHOTS

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★ AVAILABLE IN EP



- **YOUR REQUEST SING ALONG WITH MITCH**  
Mitch Miller & The Gang  
(Columbia CL 1671; CS 8471)



- **TIME OUT**  
Dave Brubeck  
(Columbia CL 1397; CS 8192)

SLEEPER OF THE YEAR!

### JUST OUT OF REACH

(OF MY OWN TWO ARMS)

**SOLOMON BURKE**

Atlantic 2114



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NEW YORK STATE—MASSA-  
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PRESENTS"**

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### Tired Blood?



HOLLYWOOD — There's absolutely no reason for the sour look from Liberty national promo director Bob Skaff; this week Liberty has six singles on the top 100—3 of them in the top 10. Bob just returned from a cross-country barnstorming trip touting the label's hot single product. Maybe he's just tired.

## Dean Martin Signs With Reprise

NEW YORK — Dean Martin, one of the hottest film names in the industry today, and a veteran record name with a host of best selling singles and albums to his credit, is reported to have been signed to a Reprise record contract.

With the signing reportedly taking place at our press time, no confirmation of the pact was available. However it is expected that by next week complete details will be revealed.

Martin's contract as a Capitol Records artist expires December 31, 1961.

Dean skyrocketed to stardom in one of the comedy field's most amazing success stories as half of the team of Martin & Lewis. Almost immediately he became a favorite vocalist and turned out such king-sized hits during his career as "That's Amore" and "Memories Are Made Of This," both million-selling hits.

After his split-up with Jerry Lewis, one of the most publicized partings the entertainment world has ever witnessed, Martin broadened his career by devoting more time to varied character roles in films and was an immediate success. Today his is one of the movie industry's biggest box office attractions.

## Youngstein To Exit All UA Posts

NEW YORK—Max E. Youngstein will resign as president of United Artist Records effective Jan. 1, 1962, it was announced last week. Youngstein also held the positions of vice president and member of the board of directors of United Artists Corp., parent firm of

the diskery. These positions as well as all others he holds with all subsidiaries of the parent company will also be resigned as of then. No successor at UA Records has yet been named by the company.

### Pye Execs In H'wood

NEW YORK—Messrs. Threlfell and Benjamin, heads of the Pye Record Company were in Hollywood last week and were reported to have been in conferences with the Dot and Reprise label's execs. It could not be learned from Mo Ostin, vice-president of Reprise, nor from James Bailey, director of the International department of Dot Records, whether any agreements had been made for the representation of either of the two labels by Pye in England or any other international territories.

### Jerome Back In N.Y.

NEW YORK—Irv Jerome has returned with his family from an extended vacation following the sale of his Pontiac Records firm. Jerome told Cash Box that he is now setting his sights on sales and sales promotion in the music business.

### Hifi-Stereo Mfrs. See Bright Future

NEW YORK — The hifi and stereo equipment manufacturers are looking forward to a "sharp increase" in sales of components in the immediate future as a result of the new FM stereo multiplex broadcasting recently okayed by the FCC.

Industry spokesman Richard Ekstract, chairman of the New York High Fidelity Show, which opens here Sept. 14, said that industry-wide sales are expected to reach \$225 million next year from the present volume of \$125 million. He also predicted that by next year 50,000 people in the NY metropolitan area would have the equipment to receive FM stereo; about 7,500 do now.

### Beecham's Last

HOLLYWOOD — On Tuesday, Sept. 5, Capitol Records will issue the last major work recorded by the late Sir Thomas Beecham—Richard Strauss's epic tone poem, "Ein Heldenleben (A HERO'S LIFE)"—as well as a second album by Sir Thomas, a collection of lighter works entitled "My Favourite Overtures."

Capitol's "Ein Heldenleben" is being issued as a memorial edition in commemoration of Beecham's death last March 8 in London.

### Bonds Challenges DJ's In Charity Golf Play

NEW YORK—Gary U.S. Bonds revealed another talent last week when he offered a challenge to the nation's disk jockeys to play 18 holes of golf with him, the disk jockey to receive (appropriately) a \$100 U.S. bond if he wins but to donate \$100 to the local branch of the Police Athletic league if he loses.

Gary, whose real last name is Anderson, plays consistently in the low 70's. He learned the game in Norfolk, Va., while caddying at the local country club.

## Command To Issue 5 Classics On 35mm

NEW YORK—Command Records will release on Sept. 18 its first five classical recordings, all of which have been recorded on 35mm film (see Command story page this issue).

The five albums, plus other Command 35mm film recordings, will be previewed for approximately 300 metropolitan area record dealers and the press at a cocktail party and demonstration Wednesday, Sept. 6, at the Starlight Roof of the Waldorf Astoria Hotel. At that time Enoch Light, head of the label who was instrumental in the perfection of the 35mm film recording process, will also compare similar recordings of the works in his albums with other product recorded on tape.

The albums to be released are: Brahms: Symphony No. 2 in D—William Steinberg conducting the Pittsburgh Symphony; Mussorgsky—Ravel: Pictures at an Exhibition—l'Orchestre de la Societe des Concerts du Conservatoire conducted by Andre Vandernoot; Tchaikovsky: Capriccio Espagnol, Capriccio Italien—l'Orchestre des Concerts Colonne conducted by Pierre Dervaux, l'Orchestre de la Societe des Concerts du Conservatoire conducted by Vandernoot; Ravel: Daphnis et Chloe, Suite No. 2, La Valse—Alborada del Gracioso, l'Orchestre des Concerts Colonne conducted by Dervaux; Rachmaninoff: Symphony No. 2 in E—Steinberg and the Pittsburgh Symphony.

## ASCAP Engages PR Firm

NEW YORK — The Lynn Farnol Group has been engaged to carry on an information research program and general public relations work for ASCAP it was announced last week by ASCAP prexy Stanley Adams. The group will coordinate its efforts closely with Adams, Howard Dietz, chairman of the society's public relations committee, and Richard Frohlich, public relations director.

Included in the staff of the Farnol Group are Stanley Green, famed musicologist, critic and author, and Mark Nichols, formerly senior editor of Coronet Magazine.

According to Adams, it will be the Group's responsibility to bring to the attention of the American public the "rich musical heritage and creativity" of ASCAP's composers in every field of music. A number of new activities in the publication and radio and TV fields are currently being explored in a program that will get under way soon, commented Adams.

## Whiting Exits Verve

NEW YORK — Margaret Whiting has obtained a release from Verve Records following a 3 year association as a top figure in the firm's record sales. Actress-vocalist asked for cancellation of her contract following recent purchase of firm by MGM Records feeling that take-over would mean possible lessening of production and promotion emphasis on her recordings in view of latter company's list of female vocalists.

Miss Whiting currently is discussing offers from other recording firms and expects to announce a new affiliation in the near future.

## New Capitol Artists

HOLLYWOOD—Capitol debuts two new names on singles this week in Lou Rawls who bows in with a revamped version of the oldie "That Lucky Old Sun" and Britisher Cliff Bennett who preems with "You've Got What I Like" and "I'm In Love With You."

Rawls formerly worked with the Pilgrim Travelers.



# Mercury Aims High With New Merchandising Concepts

CHICAGO—At the annual Mercury Records Distributors meeting held here last week, the firm unveiled new record merchandising plans aimed at increasing the firm's single sales by 100 per cent and album sales by 500 percent in the next year and a half. Kenny Myers, vice president in charge of sales, said that Mercury is eyeing a long-range plan under the new concept to increase its gross annual business by 2½ times.

Irving B. Green, president of Mercury, hailed the fall program and the meeting as "the dawning of a new and greater era for Mercury." The meeting introduced the new fall line and also the firm's new sales program called "Project Mercury." In attendance were all the Mercury distributors including the recently named Lectro Specialties of Hawaii, and the newly appointed Seaboard Distributors of East Hartford, Conn. Highlighting the meeting was a complete run-down of the firm's merchandising concept which is a sales technique of a complete sell-through from manufacturer to consumer involving special company strategy at all levels of manufacturer advertising and merchandising, distributor advertising, merchandising and selling, as well as promotional strategy. Mercury laid the groundwork for this present concept earlier this year by issuing the first complete listing and inventory control catalog for dealer use in pin-pointing his own local market buying and sales techniques. Groundwork was also laid earlier this year with the formation of Mercury's creative services division, the special products division, and the re-vamping of the Mercury A&R department.

Mercury officials indicated that the first button on the new sales juggernaut will be pushed next week with a message to the trade which will spearhead a complete broadside fall program encompassing the entire line of pop, classical and jazz product.

Product in the fall program was premiered to the group via a film strip presentation and Mercury officials addressed the gathering on all aspects of the line, sales plans, advertising and merchandising. Irwin H. Steinberg, executive vice president, who outlined the "Project Mercury" program, announced distributor enthusiasm for the new product was at an all-time high.

Mercury officials and distributors alike were enthusiastic over the high ranking of the firm's singles on the charts this year and much credit was given to the A&R Department as set up by president Green early this year, of making the A&R team a flexible unit of individuals able to travel to the job rather than have the job come to them. Credit was also given the firm's policy of having individual Mercury promotion men at the distributor level who are geared to spot

## Pianist Bill Evans In Riverside Spotlight

NEW YORK—Riverside Records continues its "Artist of the Month" campaign with a spotlight this month (September) on jazz pianist Bill Evans. Previous feature artist in the program was trumpeter Blue Mitchell.

Easels, window streamers, counter displays, catalogs, and other promotional material on the artist will be shipped in quantity to all Riverside distributors. Other promotion pieces will also be made available to radio stations and other media throughout the country.

trends, watchdog hit indications, and operate faster because of their flexibility.

Merle Schirado, head of Mercury's creative services division, announced the new fall line will be kicked off next week with "the impact of a Hollywood premiere," utilizing the greatest advertising and merchandising program ever undertaken by the firm.

Following the meeting and up until the plan is announced next week, the Mercury regional sales force with the new sales concept in hand, is holding meetings with the distributors and their sales staffs to set up dealer demonstration in every major market in the country and Hawaii which will be held when the plans are announced to the trade. The demonstrations will feature complete showing of the new line via slide film strips and tape recordings of the product.

## Jay Jay Expands, Moves Plant Offices

CHICAGO—Jay Jay Records continued its expansion moves last week by moving its pressing plant to its new building at 2446 South Kedzie Ave., this city, and its studios and offices to the adjoining building at 2448-2456 South Kedzie Ave.

Jay Jay president Walter Jagiello claims that his firm, which specializes exclusively in polka records, is the only polka diskery in the U.S. to have its own pressing plant and recording studios.

## 2 New Capitol Religious LP's

HOLLYWOOD—Two new religious LP's by Martha Carson and Rita Faye will be released by Capitol this week.

"A Talk With The Lord" is the title of Martha Carson's driving, handclapping gospels. "Rita Faye's Autoharp" is the tag for the 16-year-old's zither-like autoharp LP.

## All Gummed Up

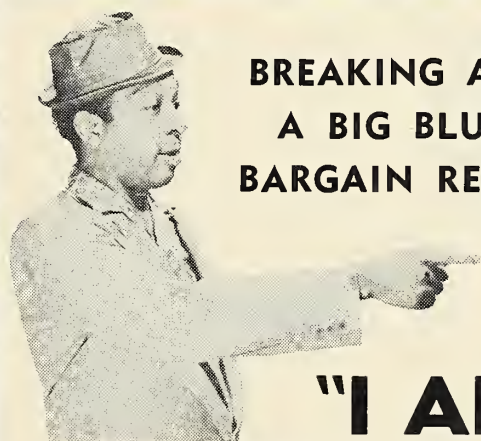


PEORIA—Program director V.L.J. (WIRL-Peoria, Ill.) and James H. Martin Distributing's area salesman John Hudziak help pert Sally Jo Miller count 10,000 sticks of gum she received as winner of WIRL's contest to determine how many times Lonnie Donegan's "Does Your Chewing Gum Lose Its Flavor On The Bedpost Overnight" (Dot) can be written on the back of a gum wrapper. Sally wrote it 82 times.

# Platters—Styled Welcome



NEW YORK—Ron Baxley, U.S. deejay who was invited by Swedish radio station NORD to set up American style broadcasting a few months ago, is greeted upon his return here by Mercury's Platters, who are currently clicking with "I'll Never Smile Again."



**BREAKING ALL OVER  
A BIG BLUES HIT!  
BARGAIN RECORD CO.**



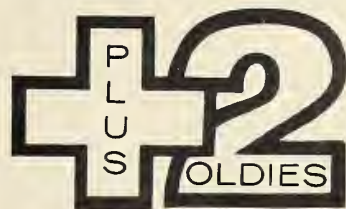
**"I AIN'T  
MAD AT YOU"  
and  
"I'M GONNA SET YOU FREE"  
#5002  
BOBBY ("Mr. Blues") MERRELL**

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A GIRL LIKE YOU  
And  
DREAM FACTORY  
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2648 W. Grand Blvd.**



**THE BIG NEWS  
IS ON PAGES 8 & 9**



**CANADIAN AMERICAN  
RECORDS**



## Pubbery Confab With Vic



LONDON—Vic Damone, in town for TV dates, meets with British publisher Ben Nesbit (left) of Feldmans. Also on hand is U.S. publisher Ivan Mogull, who's on one of his frequent trips to this country.

### PRESTIGE HAS THE HOT SINGLES

**SHIRLEY SCOTT**

45-200 "Hip Soul"

**JOE NEWMAN**

45-196 "Mo-Lasses"

**JIMMY FORREST**

45-197 "Remember"

**ETTA JONES**

45-198 "Till There Was You"

**GENE AMMONS**

45-201 "Namely You"

**MILES DAVIS**

45-195 "When I Fall In Love"  
d.j.'s send for free copies

**PRESTIGE RECORDS, INC.**

203 So. Washington Ave., Bergenfield, N. J.

### THE SONG OF THE YEAR!!

## "MOON RIVER"

By

**JERRY BUTLER**

#405



1449 S. MICHIGAN AVE.  
CHICAGO 16, ILL.



THE BIG NEWS  
IS ON PAGES 8 & 9

### Webb Pierce Renews Decca Pact

NEW YORK—Following an uninterrupted decade as a consistent top-selling Decca recording artist, Webb Pierce has signed a new exclusive long-term contract with the label, according to an announcement from executive vice-president, Leonard W. Schneider.

Pierce, who first joined the Decca roster in March 1951, catapulted to fame on the heels of such hits as "There Stands The Glass," "In The Jailhouse Now," "Why Baby Why," "More And More," "I Ain't Never," and "Lovers Leap." Pierce has toured coast-to-coast in personal appearances and frequently is featured on leading television shows.

Currently, Webb is represented on record with a new single, "How Do You Talk To A Baby" coupled with "Walking The Streets." His latest album is "Fallen Angel."

In addition to his success as a recording artist, Pierce is a prolific song writer with many hits to his credit, recorded both personally and by other leading artists.

Pierce is under the direction of the Jim Denny Artist Bureau.

### In Two Places At One Time



SEATTLE—Since a one-night Harry Belafonte concert was sold out 3 weeks in advance, radio station KING's deejay Buzz Lawrence conceived an idea that proved a solace to fans unable to obtain tickets. The station pre-empted network programming to present one full hour of selected in-concert recordings which ran simultaneously with the live concert. Special Belafonte voice tracks and applause tracks were used to keep the live mood of the program. Harry's shown congratulating Buzz on the show's success.



## THE RECORDS DISK JOCKEYS PLAYED MOST

		Last Week			Last Week
1	MICHAEL The Highwaymen (United Artists)	1	21	LAST NIGHT Markeys (Satellite)	15
2	TAKE GOOD CARE OF MY BABY Bobby Vee (Liberty)	3	22	PRETTY LITTLE ANGEL EYES Curtis Lee (Dunes)	8
3	WOODEN HEART Joe Dowell (Smash)	4	23	LET THE FOUR WINDS BLOW Fots Domino (Imperial)	14
4	HURT Timi Yuro (Liberty)	5	24	I'M GONNA KNOCK ON YOUR DOOR Eddie Hodges (Codence)	18
5	THE MOUNTAIN'S HIGH Dick & Dee Dee (Liberty)	13	25	I'LL NEVER SMILE AGAIN Plotters (Mercury)	28
6	YOU DON'T KNOW WHAT YOU'VE GOT Rol Donner (Gone)	6	26	MISSING YOU Roy Peterson (Dunes)	25
7	DOES YOUR CHEWING GUM LOSE IT'S FLAVOR Lonnie Donegan (Dot)	10	27	MEXICO Bob Moore (Monument)	40
8	SCHOOL IS OUT Gary U.S. Bonds (Legrand)	2	28	WHEN WE GET MARRIED Dreamlovers (Heritage)	38
9	WHO PUT THE BOMP Barry Mann (ABC Paramount)	12	29	LET ME BELONG TO YOU Brion Hyland (ABC Paramount)	39
10	MY TRUE STORY Jive Five (Belmont)	19	30	I FALL TO PIECES Patsy Cline (Decca)	24
11	AMOR Ben E. King (ATCO)	11	31	TRANSISTOR SISTER Freddie Cannon (Swan)	26
12	CRYING Roy Orbison (Monument)	16	32	IT'S GONNA WORK OUT FINE Ike & Tina Turner (Sue)	36
13	LITTLE SISTER Elvis Presley (RCA Victor)	20	33	SOLITAIRE (SINCE YOU'RE GONE) Embers (Enipress)	31
14	TOSSIN' & TURNIN' Bobby Lewis (Belmont)	7	34	NAG Halos (7 Arts)	37
15	AS IF I DIDN'T KNOW Adam Wade (Coed)	21	35	EVERY BREATH I TAKE Gene Pitney (Musicor)	44
16	A LITTLE BIT OF SOAP Jarmels (Laurie)	22	36	I WAKE UP CRYING Chuck Jackson (Wand)	43
17	I JUST DON'T UNDERSTAND Ann Margaret (RCA Victor)	29	37	HIS LATEST FLAME Elvis Presley (RCA Victor)	46
18	BLESS YOU Tony Orlando (EPIC)	23	38	CANDY MAN Roy Orbison (Monument)	49
19	DON'T BET MONEY HONEY Linda Scott (Canadian-American)	9	39	FRANKIE AND JOHNNY Brook Benton (Mercury)	56
20	WITHOUT YOU Johnny Tillotson (Cadence)	34	40	YOU MUST HAVE BEEN A BEAUTIFUL BABY Bobby Darin (ATCO)	57

- |   |                               |                              |
|---|-------------------------------|------------------------------|
| 41) Water Boy                           | 54) The Way You Look Tonight  | 68) Together                 |
| 42) Sweet Little You                    | 55) Hillbilly Heaven          | 69) Ya Ya                    |
| 43) Kissin' On The Phone                | 56) Magic Moon                | 70) Sod Movies (Make Me Cry) |
| 44) Lover's Island                      | 57) The Astronaut             | 71) One Trick Mind           |
| 45) More Money For You And<br>Me Medley | 58) (He's) The Great Impostor | 72) Lonely Street            |
| 46) Jeremiah Peabody's Pills            | 59) Don't Cry No More         | 73) A Thing Of The Past      |
| 47) Big Cold Wind                       | 60) The Wizard Of Love        | 74) Cinderella               |
| 48) I'm A Telling You                   | 61) Don't Cry Baby            | 75) My Kind Of Girl          |
| 49) I Like It Like That                 | 62) Look In My Eyes           | 76) Dum Dum                  |
| 50) Years From Now                      | 63) Juke Box Saturday Night   | 77) Theme From Silver City   |
| 51) Never On Sunday                     | 64) Now And Forever           | 78) Princess                 |
| 52) Let's Twist Again                   | 65) You're The Reason         | 79) Starlight, Starbright    |
| 53) Sea Of Heartbreak                   | 66) Summer Souvenirs          | 80) Take Five                |
|   | 67) Humon                     |                              |



# Leiber & Stoller To Produce For UA

NEW YORK—The hot writing and producing team of Jerry Leiber and Mike Stoller have been signed to develop, record and produce new artists for United Artists Records it was announced last week by Art Talmadge, vice-president and general manager of the label.

In making this major step, Talmadge revealed that Leiber and Stoller, who in the past eight years have produced records which have sold more than 50,000,000 copies, will search out new talent for United Artists Records, prepare their material and produce their sessions. They will be allowed to project new talent ideas and will have full reign in selection of the talent as well as the material which they record.

The team will also be entering the album production picture under the United Artists arrangement, again with the stress on new talent.

While their UA pact will not restrict their present activities with other artists, such as the Drifters, Coasters, Ben E. King, Laverne Baker

and others, they will produce all newly-pacted artists for UA.

The team will, under their UA affiliation, also work with motion picture producers in the development of special film themes for upcoming releases which will also be released as records.

The Leiber-Stoller duo, who wrote many of the top Elvis Presley hits, including such million-plus sellers as "Hound Dog," "Love Me," "Loving You," "King Creole," and "Jailhouse Rock," have also composed for such artists as Johnny Mathis, Billy May, Billy Eckstine, Eddie Fisher, June Valli, Roy Hamilton, Isley Brothers, Perry Como, Julius LaRosa and many others.

Already released by UA are two Leiber-Stoller productions, "Drums" by Kenny Chandler, and "How Many Nights, How Many Days" and "I'll Bring Along My Banjo" by Johnnie Ray. Two more Leiber-Stoller discoveries, the Shepherd Sisters and Terry Phillips, have just completed sessions cut by Lieber and Stoller, which were just released by UA.

## Premier Series Moving Fast

HOLLYWOOD — Liberty Records "Premier Series" which has enjoyed a brisk sale since its inception, is now moving rapidly," said national sales manager Don Bohanan, back at his desk in Los Angeles, following a cross-country trek on behalf of the label's fall program. "Our guaranteed sale program, which includes the entire Liberty line (except Chimpunk product) has hyped earlier Premier product as well as the new LP's. Albums riding strongly include "Fifty Guitars," "Great Band, Great Voices," "Street Scene," "Many Splendored Themes" and "Out Of This World."

## Orbison To Australia For P.A. Tour

NASHVILLE—Roy Orbison left this week (9/3) for a personal appearance tour of Australia that will take him to Melbourne, Sydney and other major Australian cities. The tour was booked by Melbourne promoter Jim Noall through arrangement with Jim McConnell, managing veepee of Acuff-Rose Artists Corp., which manages the Monument recording star.

Both Noall and Les Rose of Acuff-Rose publications will accompany Orbison on the tour.

## Pincus Seeking German Affiliation

NEW YORK—Publisher George Pincus is seeking an arrangement with a German music publisher whereby a jointly-owned firm would be set up in Germany to represent the Pincus catalogs in Germany, Austria and Switzerland. In making the announcement Pincus said that he currently has available for these areas such copyrights as "Big Cold Wind" (Pat Boone), "These Things Remain" (Don Costa), "Weird Beard" (Cindy Malone), "Hi-Fifer" (Moe Kauffman), "Too Much Love" (Johnny Nash) and "Dance Only With Me" (Robert Knight).

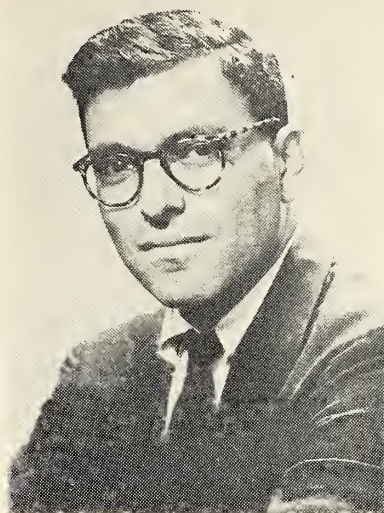
The Pincus-Gil European firms are being handled through the recently set up London office under the direction of Lee Pincus.

## Decca Inks C&W Lark

NASHVILLE—Country music thrush Loretta Lynn has been pacted by Decca Records it was learned here last week. The deal was arranged by the Wil-Helm Agency here, which also recently brought Joe Dowell to Smash. The lark originally recorded for Zero.

Miss Lynn's first Decca session will take place at Bradley's Sept. 9, under Owen Bradley's direction.

## Schein Named Gen. Mgr. Of Columbia International



HARVEY SCHEIN

NEW YORK—Harvey Schein has been appointed to the newly-created post of general manager of Columbia Records International, it was announced last week. In the new post Schein will supervise the company's relations with its licensees in western Europe and other parts of the world, including Canada and Australia. Also, all Columbia domestic operations relating to international activities will report to Schein.

Associated with Columbia since 1958, Schein has served as general attorney for the firm. For the past year he has also been responsible for international planning and acquisition activities, as well as coordination of operational services to overseas subsidiaries and licensees.

## New Caedmon "Bonus Plan"

NEW YORK—The entire Caedmon and Shakespeare Recording Society line has been made available to dealers under the new fall 10% "bonus plan," it was announced last week by Harold Drayson, national sales manager of the two labels.

This is the first time Caedmon has made its catalog available to distributors on a buy-ten get-one-free basis. The program, which began Sept. 1, expires Sept. 30.

## Hodes Heads Pubbery For Shelly Berman

NEW YORK—Vera Hodes has taken over the helm of Shelly Berman's music publishing firm, Calliope Music. Under Miss Hodges direction the firm, located at 75 E. 55 St., this city, intends to become active in the field of popular music.

Miss Hodes was formerly associated with Dick Clark's publishing firms.

## Darin "Story" In Stereo

NEW YORK—Atlantic Records is releasing this week a stereo version of the LP, "The Bobby Darin Story." The album had been released several months ago in mono and has been on the best-selling charts since its release. According to Atlantic, it is one of the best-selling LP's Darin has had in his career and now, with the additional stereo version, sales expectations are even higher.

## "Theme From The Apartment" Is British Product

LONDON—In the list of British songs which had made the U.S. best-selling charts that appeared in the Directory Issue of Cash Box (Aug. 5, pg. 48-Part II) "Theme From the Apartment" was inadvertently omitted. The song was written by Charles Williams and is published in Britain by Lawrence Wright Music Co.

Reason for the omission was that "The Apartment" was an American-made film and featured, except for the title theme, an American musical score.

## SLEEPY KING

## "PUSHING YOUR LUCK"

JOY 257



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and His Raymen

D. J.'s and P. D.'s—  
Write to:

Ray Vernon

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## WOODEN HEART

JCE DOWELL Gladys Music, Inc. SMASH

## SO CLOSE TO HEAVEN

RAY DONNER Valley Publishers, Inc. GONE

## LITTLE SISTER

ELVIS PRESLEY RCA VICTOR

Elvis Presley Music, Inc.

## I'M GONNA KNOCK

ON YOUR DOOR

EDDIE HODGES Sigma Music, Inc. CADENCE

## I WON'T HURT YOU

ANY MORE

ANN-MARGARET RCA VICTOR

Hill and Range Songs, Inc.

## HIS LATEST FLAME

ELVIS PRESLEY RCA VICTOR

Elvis Presley Music, Inc.

## I WAKE UP CRYING

CHUCK JACKSON Belinda (Canada) Ltd. WAND

## SWEETS FOR MY SWEET

THE DRIFTERS Brenner-Trio-Progressive ATLANTIC

HILL AND RANGE SONGS, INC.

1619 Broadway, New York, N. Y.

## Award For Duning



LOS ANGELES—Councilwoman Rosalind Wyman, representing the Los Angeles City Council, presents a resolution to composer-conductor George Duning in recognition of his contributions to motion picture music.

## The Hit Sound of . . . GLORIA LYNNE

## IMPOSSIBLE

THIS LITTLE BOY OF MINE

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19418





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BACKBEAT 535

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B/W  
**YOU OUGHT TO KNOW HIM**  
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**Earl Grant**

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**JERRY LEE LEWIS**

**"IT WON'T HAPPEN  
WITH ME"**

&

**"COLD COLD HEART"**

Sun 364

**SUN RECORDS**

## Irving Berlin Writing New Broadway Musical

NEW YORK—After 10 years absence from Broadway, Irving Berlin is writing a new musical. The show, entitled "Mr. President," is expected to take at least eight months to reach the boards.

Berlin's last Broadway show was "Call Me Madame," the Ethel Merman vehicle, which completed a run of 644 performances in 1952. "Mr. President" will again bring together Berlin, Howard Lindsay and Russell Crouse (book) and Leland Hayward (producer), all of whom collaborated on "Call Me Madame." As with "Call Me Madame," based on the story of international hostess Perle Mesta, "Mr. President" has a political theme, but this time will concern a fictional character.

## UA Into Country Music; Names Daily To A&R

NEW YORK—In line with UA's expansion into other fields of the recording business, United Artists Records has appointed H. W. "Pappy" Daily to head its country music A & R department. It was announced last week by Art Talmadge, vice-president and general manager.

Daily, who is a pioneer in the country music field, headquarters in Houston, and has been responsible for introducing many of the top recording artists in this field. In his new assignment with UA, Daily will continue to function from his Houston offices, where he will be in charge of future product in the C&W area for the label.

Initial release to be issued by UA under Daily's supervision is an LP, "Country Hits" featuring such stars as George Jones, Leon Payne, Bill Mack, Claude Gray, James O'Gwynn, and Carl Sauceman.

## Ford Records Pacts Canadian Songster

NEW YORK—Twenty-year-old Canadian singer Jack Bailey from Peterboro, Ontario, has been signed to a five year recording pact with Ford Records here, company president Sherman Ford, Jr., announced last week.

The agreement was negotiated by Murry Scheck, Bailey's personal manager, and Art Snider, president of Chateau Records in Toronto. Bailey will continue to record for Chateau with singles and albums being produced jointly by both record companies.

Bailey's initial release under the mutual pact is "Oh What Love Is." Under terms of the agreement, Bailey will record at studios in New York and Toronto.

Another "Rainin' In My Heart"

**"HELLO  
MARY LEE"**  
Lightnin' Slim

Excelllo 2203

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**"ANGELIC GOSPEL  
SINGERS"**

Nashboro 7003

BIG ALBUM!

**"Rainin' In My Heart"**  
Slim Harpo

Excelllo LP 8003

**NASHBORO RECORD COMPANY**  
177 3rd Ave., N. Nashboro, Tenn.

## "Fantastic" Consumer Response To "phase 4" Reported By London

NEW YORK—Lee Hartstone, vice president and general manager of London Records, last week reported "fantastic" consumer acceptance and response to the company's recently-introduced "phase 4 stereo" line. Hartstone said that dealer reports coming into his office indicates that it is as easy for dealers to sell the merchandise to the public as it was for London to sell the line to its distribu-

tors and, in turn, to dealers.

Hartstone further informed Cash Box that the initial "phase 4 stereo" order from England totalled 400,000 pieces and that London is now back ordered to its distributors for 60,000 pieces.

Three weeks ago London introduced the line with an initial release of 12 LP's, including the highly-touted lead-off package of "Pass In Review."

## MGM In First Indie Pact

HOLLYWOOD—MGM Records has been set to act as distributors for the newly formed Choreo label, according to its executive vice president, Jackie Mills.

First disk to be released and distributed will be an LP album, "The Astaire Medley," which is a compila-

tion of 32 songs sung by Fred Astaire on his three Emmy winning television specials. Agreement between the two firms marks first time that MGM Records has acted as distributors for an independent label.

Release date for the initial offering has been scheduled for November 1.

## Arliss Buys Master

NEW YORK—Bob Lissauer, head of Arliss Records, last week announced the purchase of the master "Baby Cakes Hunch" by Pancho Villa, from the Capricorn label of Philadelphia. However, due to a title conflict, Arliss is changing the name of the instrumental to "As Is." The record, which was produced by Sid Payne, will be issued and shipped immediately.

Arliss is currently riding the charts with "Summer Souvenirs" by Karl Hammel, Jr.

## Applebaum's Arrangements Prove Chart Items

NEW YORK—Stan Applebaum has become one of the most successful and sought after arrangers in the pop singles field as a result of a string of 36 chart items since the beginning of 1960. More recently, Applebaum's arrangements have accounted for a bevy of smash hits—this week turning up with six records on the Top 100. These current six are "Amor"—Ben E. King, "Let Me Belong To You"—Brian Hyland, "Sweet Little You"—Neil Sedaka, "Kissin' On The Phone"—Paul Anka, "Frankie and Johnny"—Brook Benton and "Cinderella"—Paul Anka.

Since the beginning of this year Applebaum has arranged such hits as "Calendar Girl" and "Little Devil"—Neil Sedaka, "I Count The Tears"—The Drifters, "Where The Boys Are" and "Breakin' In A Brand New Broken Heart"—Connie Francis, "Stand By Me" and "Spanish Harlem"—Ben E. King and "Dance By The Light Of The Moon"—The Olympics.

Currently, Applebaum is working on arrangements for Sam Cooke, Richard Hayman, June Valli and an album for Brian Hyland.

## Chattahoochee Records Formed On Coast

NEW YORK—Ruth Conte, wife of actor John Conte, has formed Chattahoochee Records, which will headquarter in Beverly Hills. Mrs. Conte informs that her husband is the label's first pactee and that his debut single couples "Cargo Watch" b/w "Your Lips Are Tender."

Conte's second single offering is now being readied for distribution and couples "Love Is Wonderful" and "La Luna Mia," with plans also set for an album release. The label is interested in "new material and new singers with potential in today's record market."

## Gift From Gloria



PHILADELPHIA — Georgie Woods, WDAS disk jockey, is shown accepting Gloria Lynne's new Everest album, "He Needs Me," from the thrush backstage at the Showboat Cafe here where Miss Lynne was appearing. The lark's "I'm Glad There Is You" LP is a current chart-rider.

## Canada's Best Sellers

### ENGLISH

1. I'm Gonna Knock On Your Door—Eddie Hodges—Cadence
2. Pretty Little Angel Eyes—Curtis Lee—Quality
3. Michael—The Highwaymen—United Artists
4. Wooden Heart—Joe Dowell—Mercury; Elvis Presley—RCA Victor
5. Last Night—The Markkeys—London
6. Hurt—Timi Yuro—Liberty
7. School Is Out—U.S. Bonds—Reo
8. Tossin' and Turnin'—Bobby Lewis—Delta
9. You Don't Know What You've Got—Ral Donner—Zirkon
10. Take Good Care Of My Baby—Bobby Vee—Liberty
10. Who Put The Bomp—Barry Mann—Sparton
10. Don't Bet Money Honey—Linda Scott—Can-Am

### FRENCH

1. Pepito—Los Muchucambos—London
2. Adieu Mon Jean—Ginette Sage—Apex
3. Pardon Mon Amour—Claude Vincent—Fleur de Lys
4. Dans Le Coeur De Ma Blonde—Marcel Amont—Apex
5. Meo Penche—Les Jerolas—RCA Victor
6. Je Ne Sais Pas—Michel Louvain—Apex
7. Non Je Ne Regrette Rien—Edith Piaf—Pathe
8. Columbe—Fernand Gignac—Trans Canada
9. Quand l'Amour Est Mort—Gilbert Beaud—Pathe
10. Un Petit Becot—Claude Girardin—Rusticanna





## TOP 50 IN R&B LOCATIONS

Pos. LAST WEEK

- |    |   |    |
|----|---|----|
| 1  | LAST NIGHT                                    | 1  |
|    | Markeys (Satellite 101)                       |    |
| 2  | SCHOOL IS OUT                                 | 2  |
|    | Gary "U.S." Bonds (Legrand 1009)              |    |
| 3  | DON'T CRY NO MORE                             | 6  |
|    | Bobby Blue Bland (Duke 340)                   |    |
| 4  | IT'S GONNA WORK OUT FINE                      | 4  |
|    | Ike & Tina Turner (Sue 749)                   |    |
| 5  | MY TRUE STORY                                 | 8  |
|    | Jive Five (Beltone 1006)                      |    |
| 6  | HURT  | 5  |
|    | Timi Yuro (Liberty 55343)                     |    |
| 7  | TOSSIN' AND TURNIN'                           | 3  |
|    | Bobby Lewis (Beltones 1004)                   |    |
| 8  | AMOR  | 7  |
|    | Ben E. King (Atco 6203)                       |    |
| 9  | DON'T CRY BABY                                | 13 |
|    | Etta James (Argo 5393)                        |    |
| 10 | I WAKE UP CRYING                              | 10 |
|    | Chuck Jackson (Wand 110)                      |    |
| 11 | A LITTLE BIT OF SOAP                          | 12 |
|    | Jarmels (Laurie 3093)                         |    |
| 12 | LET'S TWIST AGAIN                             | 11 |
|    | Chubby Checker (Parkway 824)                  |    |
| 13 | I LIKE IT LIKE THAT                           | 9  |
|    | Chris Kenner (Instant 3229)                   |    |
| 14 | LET THE FOUR WINDS BLOW                       | 17 |
|    | Fats Domino (Imperial 5764)                   |    |
| 15 | I DON'T WANT TO TAKE<br>A CHANCE              | 19 |
|    | Mary Wells (Motown 742)                       |    |
| 16 | I'M A TELLING YOU                             | 15 |
|    | Jerry Butler (Vee Jay 390)                    |    |
| 17 | A THING OF THE PAST                           | 16 |
|    | Shirley (Scepter 1220)                        |    |
| 18 | HUMAN   | 22 |
|    | Tommy Hunt (Scepter 1219)                     |    |
| 19 | AS IF I DIDN'T KNOW                           | 20 |
|    | Adam Wade (Coed 553)                          |    |
| 20 | WHEN WE GET MARRIED                           | 27 |
|    | Dreamlovers (Heritage 102)                    |    |
| 21 | LITTLE SISTER                                 | 30 |
|    | Elvis Presley (RCA Victor 7908)               |    |
| 22 | SOLITAIRE (Since You've Gone)                 | 21 |
|    | Embers (Empress 101)                          |    |
| 23 | PRETTY LITTLE ANGEL EYES                      | 14 |
|    | Curtis Lee (Dunes 2007)                       |    |
| 24 | TAKE FIVE                                     | 29 |
|    | Dave Brubeck (Columbia 41479)                 |    |
| 25 | QUARTER TO THREE                              | 23 |
|    | U. S. Bonds (Legrand 1008)                    |    |
| 26 | FRANKIE AND JOHNNY                            | 35 |
|    | Brook Benton (Mercury 71859)                  |    |
| 27 | YOU DON'T KNOW WHAT<br>IT MEANS               | 34 |
|    | Jackie Wilson (Brunswick 55219)               |    |
| 28 | YA YA   | 39 |
|    | Lee Dorsey (Furv 1053)                        |    |
| 29 | LOOK IN MY EYES                               | 42 |
|    | Chantels (Carlton 555)                        |    |
| 30 | NAG   | 33 |
|    | Halos (7 Arts 709)                            |    |
| 31 | TAKE MY LOVE                                  | 15 |
|    | Little Willie John (King 5516)                |    |
| 32 | BABY YOU'RE RIGHT                             | 41 |
|    | James Brown (King 5524)                       |    |
| 33 | SAN-HO-ZAY                                    | 31 |
|    | Freddy King (Federal 12428)                   |    |
| 34 | I'LL NEVER SMILE AGAIN                        | 32 |
|    | Platters (Mercury 71847)                      |    |
| 35 | CANDY MAN                                     | 45 |
|    | Roy Orbison (Monument 447)                    |    |
| 36 | HIS LATEST FLAME                              | 44 |
|    | Elvis Presley (RCA Victor 7908)               |    |
| 37 | LONELY STREET                                 | 28 |
|    | Clarence Henry (Argo 5395)                    |    |
| 38 | WATER BOY                                     | 40 |
|    | Don Shirley (Cadence 1392)                    |    |
| 39 | YEARS FROM NOW                                | 38 |
|    | Jackie Wilson (Brunswick 55219)               |    |
| 40 | YOU CAN'T SIT DOWN (Part 2)                   | 25 |
|    | Phil Upchurch Combo (Boyd 3398)               |    |
| 41 | WHO PUT THE BOMP                              | 46 |
|    | Barry Mann (ABC Paramount 10237)              |    |
| 42 | BRIGHT LIGHTS, BIG CITY                       | —  |
|    | Jimmy Reed (Vee Jay 398)                      |    |
| 43 | WHAT A SWEET THING<br>THAT WAS                | 24 |
|    | Shirley (Scepter 1220)                        |    |
| 44 | IT'S JUST A HOUSE<br>WITHOUT YOU              | 47 |
|    | Brook Benton (Mercury 71859)                  |    |
| 45 | MUSIC, MUSIC, MUSIC                           | 48 |
|    | Sensations (Argo 5397)                        |    |
| 46 | NOTHING BUT GOOD                              | 50 |
|    | Hank Ballard & The Midnighters<br>(King 5535) |    |
| 47 | YOU MUST HAVE BEEN A<br>BEAUTIFUL BABY        | —  |
|    | Bobby Dorin (Atco 6206)                       |    |
| 48 | CUPID   | 26 |
|    | Sam Cooke (RCA Victor 7883)                   |    |
| 49 | KEEP ON DANCIN'                               | —  |
|    | Honk Ballard & Midnighters<br>(King 5535)     |    |
| 50 | BABY YOU'RE SO FINE                           | —  |
|    | Micky & Sylvia (Willow 23000)                 |    |

## Like Old Times



NEW YORK—Former rock 'n' roll star Little Richard Penniman, left, now an evangelist with the 7th Day Adventist Church, gets together with Don Covay, who got his start traveling with Richard's group on road tours. Don's now a songwriter-singer on the Columbia label, having penned "The Twist" and "The Continental," while Richard just waxed a religious album for Mercury backed by strings.

## Limelinters Wax Title Tune From "Milk & Honey"

NEW YORK—RCA Victor Records has recorded the title tune from the upcoming Broadway musical "Milk And Honey" with the Limelinters.

"Milk And Honey," with a book by Don Appell, music and lyrics by Jerry Herman and directed by Albert Marre, has already begun its out-of-town tryout in New Haven on August 28. Gerard Oestreicher, the show's producer, has announced that the musical will open October 10 at the Martin Beck Theatre.

Last week, Victor recorded two other songs from the show by two of the musical's stars: "Shalom" by Robert Weede and "As Simple As That" by Mimi Benzell.

The Limelinters, currently riding high on the best-seller charts for almost thirty weeks with their first RCA Victor album, "Tonight: In Person," have a second LP just released, titled "The Slightly Fabulous Limelinters."

## Pat Boone Inks Australian Songster

HOLLYWOOD—Pat Boone last week signed Johnny Rebb, Australian singing star, to an exclusive record pact with his Agoom Agooc Record Company. Agoom Agooc, which releases through Dot Records, plans an extensive promotional campaign on Rebb who has sold more than 5,000,000 records in Australia.

Prior to arrival here, Rebb had a weekly and a daily TV show on the T.C.N. network and a weekly radio show on the Australian Broadcasting Commission. He also set attendance records on personal appearances throughout Australia, with an all-time high reached in Melbourne where he attracted more than 50,000 fans at the Myer Music Bowl.

Rebb's first Dot release will be the standard "All Of Me." The young singer will kickoff the release with a national exploitation tour next week.

## Synthetic Plastics Gets Int'l Language Disk Line

NEW YORK—Ira L. Moss, exec veepee of Synthetic Plastics Records, has finalized an agreement with Maxime Ferris, international producer of language records, for the distribution and sale of the catalog developed by Ferris and for all new products which he will produce. The deal includes children's and adult's language records as well as the advanced courses.

## WB Hopes To Increase Single Sales By Introduction of "Plus 2" Disks

HOLLYWOOD—Warner Bros. Records last week introduced what it terms a "revolutionary" new approach to combat the lagging singles market with the release of its first "Plus 2" single. The single, a regular 7" 45rpm disk, will contain two new selections by an artist on the outside bands and edited down versions of the artist's previous (oldies) hits on the inside bands. Regular retail price will be maintained on the "Plus 2." The first in the series is by the Everly Brothers, comprising new releases "Don't Blame Me" and "Muskrat" and oldies "Lucille" and "Walk Right Back."

WB prexy Jim Conkling explained that "Plus 2" may be just what is needed to revitalize the increasingly lagging singles field but emphasized that other major recording companies would have to join the fold for "Plus 2" to be meaningful. He urged others to examine the advantages of the idea and help to standardize it in the singles field.

Introduction of "Plus 2" comes only after a thorough investigation of the singles field, including a detailed examination of the current price structure and possible alternative price structures. Lower priced singles were discarded as not providing the proper consumer stimulation.

Conkling pointed out that almost every phase of the music industry will benefit from "Plus 2." Publishers' and composers' royalties will be higher per record because of the addition of the two old sides. Radio stations might benefit from the edited down "oldie" since it will be able to program 14 "Plus 2" oldies in the same time that 8 full-length oldies would take. Also, the six second break between the new side and the oldie could allow comments, and the idea of more records played between commercials should be attractive to the listening audience. The programming combinations available from the "Plus 2" are almost limitless, cited Conkling.

In reference to the juke box operator, Conkling felt that the offering of two selections for the price of one could be a play stimulant, but, foreseeing probable operator objection to the approximately 3½ minute running time of one side of a "Plus 2," he emphasized that WB is prepared to manufacture for juke boxes exclusively an ordinary two-sided single without the oldies. A possible benefit to operators in the "Plus 2" would be in the EP selections, where the "Plus 2" is actually shorter than a regular EP but could be substituted for EP's thereby giving the operator bonus time.

An obvious problem to the idea concerns the artist who has no past hits. Conkling said that several approaches to this problem have been worked out and that others could be found. One way would be for the "oldie" portion to contain standards waxed by the new artist.

The major problem is cost. Because of increased royalty payments, etc., the profit margin for the diskery, the only one to foot the additional cost, would be considerably lower. Conkling commented that WB would have to show an increase of from 12-15% on each single but that would not be hard to achieve because of increased consumer reaction to the "bargain" benefits of the "Plus 2."

The label plans a very heavy advertising and promotional campaign to get consumer acceptance of the product, including concentrated consumer and trade advertising and special in-store displays. All "Plus 2's" will carry a full-color sleeve.

Henceforth, all WB singles will be released in "Plus 2" form.

## NEW RELEASES

### EMBRACEABLE YOU POSIN'

Johnny (Guitar) Watson 5536

### THE NEAREST THING TO HEAVEN

HEY NURSE The Frontiers 5534

### THE BUZZARD THE HAWK

Freddy Robinson 24005

### IT DOESN'T MATTER GIRLS, GIRLS, GIRLS

The Targets 5538

### THESE TEARS LOST LOVE

Mary Johnson 24001



1540 BREWSTER AVE. CINCINNATI 7, OHIO

Break In Chicago  
and Spreading Nationally . . .

## "I DON'T LIKE IT LIKE THAT"

by

THE BOBBETTES  
GONE RECORDS  
1650 Broadway, N.Y., N.Y.

## At Freedomland



NEW YORK—Cash Box editor Ira Howard and wife Beverly chat with Art K. Moss, vice-president of Freedomland, and Duke Ellington between sets during the appearance of Duke's orchestra and Steve Lawrence and Eydie Gorme at the site's Moon Bowl.

*101 Strings*  
The World's First  
**STEREO-SCORED**  
Orchestra





# CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed alphabetically  
see card for artist and label credit)



# ENGLAND

A LITTLE BIT OF SOAP ..... 21 (Mellin BMI)	LOOK IN MY EYES ..... 53 (Atlantic BMI)
AMOR ..... 20 (Peer BMI)	LOVER'S ISLAND ..... 46 (Code-Figure BMI)
*ANNIVERSARY OF LOVE ..... 100 (Woodstock BMI)	MAGIC MOON ..... 64 (Conley ASCAP)
AS IF I DIDN'T KNOW ..... 19 (Winneton BMI)	MEXICO ..... 31 (Auff-Rose BMI)
ASTRONAUT, THE ..... 56 (Bill Dana ASCAP)	MICHAEL ..... 1 (United Artists ASCAP)
A THING OF THE PAST ..... 54 (We Three BMI)	MISSING YOU ..... 27 (Copar BMI)
*BABY, YOU'RE SO FINE ..... 100 (Ace, Ben Ghazi BMI)	MOUNTAIN'S HIGH, THE ..... 6 (Odin ASCAP)
BACK BEAT NO. 1 ..... 82 (Republic BMI)	MORE MONEY FOR YOU AND ME ..... 38 (Various Publishers)
BIG COLD WIND ..... 42 (Gil BMI)	MUSIC, MUSIC, MUSIC ..... 94 (Cromwell ASCAP)
BLACK LAND FARMER ..... 85 (Peer Int'l BMI)	*MY BLUE HEAVEN ..... 92 (Leo Feist ASCAP)
BLESS YOU ..... 23 (Aldon BMI)	MY TRUE STORY ..... 8 (Lescay BMI)
CANDY MAN ..... 34 (January BMI)	NAG ..... 36 (Selma BMI)
CINDERELLA ..... 73 (Spanka BMI)	NEVER ON SUNDAY ..... 51 (Esteem-Sidmore BMI)
CRYING ..... 11 (Auff-Rose BMI)	NOW AND FOREVER ..... 65 (Roosevelt BMI)
DOES YOUR CHEWING GUM LOSE ITS FLAVOR ..... 7 (Mills ASCAP)	ONE TRACK MIND ..... 71 (Lescay BMI)
DON'T BET MONEY HONEY ..... 15 (Figure BMI)	PRETTY LITTLE ANGEL EYES ..... 17 (SPR BMI)
DON'T CRY BABY ..... 58 (Advance ASCAP)	QUARTER TO THREE ..... 79 (Pepe BMI)
DON'T CRY NO MORE ..... 52 (Lion BMI)	RIGHT OR WRONG ..... 78 (Combine BMI)
DUM DUM ..... 60 (Metric BMI)	ROLL OVER BEETHOVEN ..... 97 (Chuck Berry-Arc BMI)
EVERY BREATH I TAKE ..... 41 (Aldon BMI)	SAD MOVIES (Make Me Cry) ..... 77 (Auff-Rose BMI)
FOOT STOMPIN' (Part I) ..... 96 (Argo BMI)	SEA OF HEARTBREAK ..... 47 (Shapiro-Bernstein ASCAP)
FRANKIE AND JOHNNY ..... 37 (Ben Day BMI)	SCHOOL IS OUT ..... 5 (Pepe BMI)
HATS OFF TO LARRY ..... 69 (Vicki, McLaughlin BMI)	SILVER CITY THEME ..... 80 (Electron-Hollyvine BMI)
(He's) THE GREAT IMPOSTOR ..... 66 (Metric BMI)	SOLITAIRE ..... 39 (Broadcast BMI)
HILLBILLY HEAVEN ..... 43 (Sage, Sand SESAC)	*SOMETIME ..... 95 (Grand Prize BMI)
HIS LATEST FLAME ..... 41 (Elvis Presley BMI)	SONG OF THE NAIROBI TRIO ..... 100 (Robbins ASCAP)
*HIT THE ROAD, JACK ..... 84 (Tangerine BMI)	STARLIGHT, STARBRIGHT ..... 68 (Tybee BMI)
HUMAN ..... 62 (Ludix BMI)	STICK SHIFT ..... 83 (Hidle BMI)
HURT ..... 4 (Miller ASCAP)	SUMMER SOUVENIRS ..... 70 (Jay Kay ASCAP)
I CAN'T TAKE IT ..... 99 (Goldis-Good Songs BMI)	SWEET LITTLE YOU ..... 50 (Aldon BMI)
I FALL TO PIECES ..... 22 (Pamper BMI)	*SWEETS FOR MY SWEET ..... 88 (Drenner, Progressive Trio BMI)
I JUST DON'T UNDERSTAND ..... 18 (Cedarwood BMI)	TAKE FIVE ..... 76 (Derry BMI)
I LIKE IT LIKE THAT ..... 25 (Kel-BMI)	TAKE GOOD CARE OF MY BABY ..... 2 (Aldon BMI)
I LOVE HOW YOU LOVE ME ..... 87 (Aldon BMI)	*THIS TIME ..... 90 (Tree BMI)
I WAKE UP CRYING ..... 45 (Belinda CAPAC)	TOGETHER ..... 55 (DeSylva, Brown & Henderson ASCAP)
I'LL NEVER SMILE AGAIN ..... 32 (Pickwick ASCAP-BMI)	TOSSIN' & TURNIN' ..... 14 (Steven BMI)
I'M A TELLING YOU ..... 75 (Conrad BMI)	TRANSISTOR SISTER ..... 35 (Claridge ASCAP)
I'M GONNA KNOCK ON YOUR DOOR ..... 16 (Siama ASCAP)	WATER BOY ..... 44 (Walbridge BMI)
IT'S GONNA WORK OUT FINE ..... 28 (Sona, Copa ASCAP)	WAY YOU LOOK TONIGHT, THE ..... 61 (T. B. Harms)
*IT'S YOUR WORLD ..... 91 (Marizona BMI)	WITHOUT YOU ..... 24 (Ridge BMI)
JEREMIAH PEABODY'S PILLS ..... 59 (Lowery BMI)	WHO PUT THE BOMP ..... 9 (Aldon BMI)
JOHNNY WILLOW ..... 89 (Balladeer BMI)	WHEN WE GET MARRIED ..... 29 (Elsner BMI)
JUKE BOX SATURDAY NIGHT ..... 74 (Mutual ASCAP)	WIZARD OF LOVE ..... 67 (Edith BMI)
*KEEP ON DANCING ..... 93 (Lois BMI)	WOODEN HEART ..... 3 (Gladys ASCAP)
KISSIN' ON THE PHONE ..... 48 (Brighton, Flanka BMI)	YA YA ..... 72 (Fast, Barich BMI)
LAST NIGHT ..... 13 (East BMI)	YEARS FROM NOW ..... 57 (Merrimac BMI)
*LET'S GET TOGETHER ..... 98 (Wonderland BMI)	*YOU DON'T KNOW WHAT IT MEANS ..... 86 (Pearl BMI)
LET'S TWIST AGAIN ..... 30 (Kallmann ASCAP)	YOU DON'T KNOW WHAT YOU GOT ..... 10 (Sequence ASCAP)
LET ME BELONG TO YOU ..... 33 (East West BMI)	YOU MUST HAVE BEEN A BEAUTIFUL BABY ..... 49 (Remick ASCAP)
LET THE FOUR WINDS BLOW ..... 26 (Commodore BMI)	YOU'RE THE REASON ..... 63 (American BMI)
LITTLE SISTER ..... 12 (Elvis Presley BMI)	
LONELY STREET ..... 81 (Arc BMI)	

\*Asterisk indicates first appearance on Top 100

John Leyton this week becomes the third successive British artiste to claim the No. 1 slot in the British charts. The song, "Johnny Remember Me," was written by Geoffrey Goddard who is under contract to the publishers Southern Music and recorded by independent A & R Manager Joe Meek for release on the Top Rank label. Within three weeks of release the waxing won a Silver Disk for sales exceeding a quarter million. In fact British artistes John Leyton (Top Rank), Helen Shapiro (Columbia), Eden Kane (Decca), Shirley Bassey (Columbia), Billy Fury (Decca) and Petula Clark (Pye) this week occupy the first 6 places in the British charts and with Cliff Richard's "A Girl Like You," Britain claims 7 out of the top 10 places.

Eden Kane's second disk for Decca, "Get Lost," is out this week. Specially written for him in the hully-gully idiom by Johnny Worth (who wrote his chart topper "Well I Ask You"), it again has the backing of Johnny Keating and his orchestra. With 8 TV shows and 3 broadcasts lined up Kane will give the disk maximum exploitation. David Platz of Essex Music, who publishes both numbers, informs us that "Well I Ask You" is fast becoming an international hit with 2 recordings in Germany, 3 in Scandinavia and 3 in the United States including one by Kay Starr on Capitol.

Another bright star from Decca, Mark Wynter, has gathered his biggest advance to date with his latest waxing "Girl For Ev'ry Day" published by Marlyn Music. Following his successful Australian tour earlier this year Mark returns "Down Under" in September for 6 weeks of TV, stage and broadcasting engagements.

Decca confidently expects a double sided hit with the latest Elvis Presley disk released on the RCA label. Although "Wild In The Country" by A & R men Hugo & Luigi, which Presley sings in the film of the same title, is the "A" side maybe, as in the States, the rocking flip side "I Feel So Bad" will prove the biggest seller.

Neil Gallaghan, vice president of Canadian American Records, in London with the label's star Linda Scott, impressed by the warm reception accorded her by the British Press. Also delighted to see her latest L.P. "Starlight Starbright" enter the Cash Box Best Selling Album charts. Linda made a great impact with her cabaret act at the dinner hosted by E.M.I. Records at the close of their annual sales conference where she appeared with Matt Monro and Danny Williams. Paul Anka and manager, Irving Feld, were also present.

R. N. White, general marketing manager for EMI Records, reports that this year's annual sales conference has been the most successful to date. Highlight of the event, attended by company executives and the complete sales force, was the presentation of releases for the coming season, with recorded messages from many EMI stars including Nat King Cole, Tennessee Ernie Ford, the Four Freshmen, etc. Innovation for the autumn is the introduction of colour sleeves for certain of the single jazz releases in the famous Landsdowne Jazz Series retailing at 7/3d. (\$1) against the usual 6/9d. (94¢).

Visitor to the Cash Box office this week Ron Kass, controller of the Interdisc European Organisation, here for conferences with Ed Michel, recently appointed director to the London office, concerning expansion plans for the fall season. Kass has now left for Paris where he will attend the Vee-Jay Records European Distributors Convention. Interdisc is currently in the British Jazz charts with two entries from Riverside by Cannonball Adderley "Them Dirty Blues" and "At The Lighthouse." Leading factors, Thompson Diamond & Butcher have recently been appointed to the Interdisc Distribution network for all lines in the U.K.

Lee Pincus, Vice President of Gil-Pincus Publishing Co. New York, has arrived in London to take over the company's operation in this country and to coordinate the activities of the Pincus Associated companies on the continent. Lee gets off to a good start with the current Stateside hit "Big Cold Wind" by Pat Boone released here on September 22nd on London.

Apologies to Bill Ward of publishers Lawrence Wright who points out that their best selling "Theme From The Apartment" was omitted from the list in the Anniversary Issue of British copyrights to enter the American charts this year. In fact "Theme From The Apartment" by British composer Charles (Dream of Olwen) Williams entered Cash Box Top 100 charts on July 9th 1960 and stayed there for exactly six months climbing as high as No. 9 and was No. 1 in the British Best Selling Sheet Music lists for many weeks. Wright is currently in the British Top Twenty with "That's My Home" by Acker Bilk on Columbia.

Following an agreement between United Artists America and EMI Records London, disks by top British vocalist Shirley Bassey will be released in the States on the U.A. label. First single release comprises her British hits "Reach For The Stars" and "You'll Never Know" as well as her L.P. "Shirley." September 13th is the date set for Shirley's cabaret opening at The Persian Room, New York.

50 minutes after telerecording "The Anka Show" for Granada TV, Paul Anka and his Manager, Irving Feld, flew to Paris where shooting starts on Paul's latest film. Before leaving they announced plans for bringing Clarence Henry and Duane Eddy here for a duel package tour in November.

Sammy Davis Jr. opened this week his 7-week season for Bernard Delfont at The Prince of Wales Theatre playing to capacity houses. Sammy is seeing a lot of Britain's ace song and show writer Lionel Bart who plans to write a musical for him. This will not be until 1962 as Bart is busy putting the finishing touches to his next show, "Blitz," scheduled for production next Spring.

Following their recent agreement with Seeco Records, General Record Distributors, September releases include LPs by La Plata Sextet (Seeco), Bimbi and his Trio Oriental and Pupi Campo and his Orchestra (Tropical). C.R.D. also has some impressive releases from Bluenote, 77 and Folklore Records for whom they have sole distribution rights and from Riverside, Harlequin, Prestige, Alpha-Rhythm and Ember labels.

Wedding bells this month for Decca Promotion Manager Tony Hall who marries Mafalda Hunter. Having recently left Audio Enterprise Ltd. where she worked on the promotion of Eden Kane's "Well I Ask You," Mafalda Hunter has now set up her own P.R.O. office handling individual American artistes and records.

A new trade group, the Mike Cotton Jazzmen, formed in February this year, make their debut disk on the Columbia label with "Senora" coupled with "Colonel's Tune" written by Johnny Dankworth. Johnny also has a new disk out this week "Avengers Theme" from the TV Series.

Two current Stateside hits from Cash Box Top 100 released here on the Mercury label this week: "I'll Never Smile Again" by The Platters and "I'll Be There" by Damita Jo.

Gene Vincent has abandoned his current national tour owing to ill health. Following a complete breakdown he has returned to America for a prolonged rest. His latest single "I'm Going Home," is released this week on Capitol.





# SCANDINAVIA

## SWEDEN

Scandinavia was the first country in Europe to get a contract from Reprise Records. Simon Brehm of Karisell Records reports that his company got the contract for Scandinavia and that the first releases can be expected around September 15th.

Lage Wedin, 17, will probably be a great new name in religious music, according to Helge Roundquist, head of Cupol Records. The bass-baritone singer was discovered in Norway and was given a Cupol contract immediately. He is a Swede.

The dance music at Dans In, the dance hall at the outdoor amusement spot Gröna Lund-Tivoli, is played by Putte Wickman and his band. They have been very popular and already contracted for next year. On records, they have made an EP for Karusell, and the other day they recorded some additional numbers which will be used for the release of an LP. Mostly songs of Swedish origin are on the album.

Starting September 1, Metronome Records takes over the Scandinavian representation of Cadence Records. Börje Ekberg, sales manager of Metronome, told Cash Box. The records will be released under the original Cadence label. Until now, Cadence has been released by Heliodor here.

Neil Scott's Portrait recording of "Bobby" was released in Scandinavia by Cupol. Same company also released a new EP by Rocco Granata. The titles on the latter are "Gisella," "Mulino Bianca," "Irene" and "La Crime d'Amore."

RCA in Sweden is very anxious to see the reaction here for their artist Ann-Margret and her debut record "I Don't Hurt Anymore"/"I Just Don't Understand." The singer is originally from Sweden and the papers here have given her record debut a lot of publicity. Music publisher Ake Gerhard-Larsson reports that the sheet music will be published by the publishing companies.

Singer Inger Lindblad is representing Sweden in a pop song festival being held in Sopot, Poland. After the festival, Miss Lindblad will tour Poland.

## DENMARK

Helle Wilke and Otto Brandenburg, two well-known Danish singers, might organize their own orchestras in the near future. Miss Wilke is the younger sister of internationally-famed singer, Birthe Wilke.

"The Pajama Game"—the musical, not the film—will soon be presented in Scandinavia. The opening is set for the Municipal Theatre in Odense, and Dario Compeotto is reportedly contracted for the male lead. Translation into Danish was made by Volmer Sorensen.

Siv Malmquist to Copenhagen for a TV show (20 minutes) from the Forum on September 8. Miss Malmquist will be heard singing four Danish, one Swedish and one German song in her one-woman show.

For a one-hour German TV show to be made in Berlin, September 18th to 22nd, several artists from Denmark have been contracted. Appearing in the show, titled "Besuch aus Skandinavien" (Visit from Scandinavia), will be Denmark's Jorgen and Grethe Ingmann and The Four Jacks; Sweden's Siv Malmquist, and Finland's Laila Kinnunen.

Metronome is adding a new label to its line on Sept. 1. It is Cadence, formerly handled here by Heliodor. They will release "I'm Gonna Knock On Your Door" by Eddie Hodges and "Without You" by Johnny Tillotson, both on Cash Box Top 100. Metronome takes over Cadence representation for the entire Scandinavia. The records will be released under their original label.

## FINLAND

Swedish singer Siv Malmquist contracted by Swedish Theatre in Turku for the lead in "Irma la Duce" to be presented at the theatre during October & November this year.

Swedish music published Ake Gerhard-Larsson of Belinda (Scandinavia) AB, and other publishing companies, invited to visit Finland during first week of September. Behind the invitation is Scandia-Musiikki Oy, handling the distribution of Belinda's songs on the Finnish market. Mr. Larsson has not yet confirmed if he will be able to visit Helsinki.

Swedish singer Mona Grain (on Cupol records) to Helsinki for a TV show on September 11.

## NORWAY

Helge Roundquist, head of Cupol Records in Stockholm, in Oslo for biz talks over last weekend.

Two Norwegian singers, Ray Adams and Jan Höiland were in England where they made English-language recordings for international release. According to critics in British papers, the two Norwegians might very well have a fine international career in the future.

Cash Box was invited to the gala opening at the Chat Noir in Oslo when they celebrate the 50th birthday of the theatre, on September 1.

## Denmark's Best Sellers

1. I've Told Every Little Star (Gitte/HMV) Multitone
2. Når jeg står ved en bar (A Pub With No Beer/Ich steh' an der Bar) (Harry Felbert/Sonet) Musikproduktion Winckler
3. Hello Mary Lou (Ricky Nelson/California) Bens Music AB
4. Wheels (The String-A-Longs/London) Wilhelm Hansen Musikforlag
5. Du Forstår Ingenting (Wedding Cake/Danke Für Die Blumen) (Siv Malmquist/Metronome) Multitone
6. Tonight My Love Tonight (Paul Anka/ABC-Paramount) Bens Music AB
7. A Girl Like You (Cliff Richard/Columbia) Not Published
8. Kom Til Alaska (North To Alaska) (The Four Jacks/Odeon—Johnny Horton/Philips) Morks Musikforlag
9. Blue Moon (The Marcells/Colpix) Morks Musikforlag
10. Pepe (Jorgen Ingmann/Metronome) Kassner Music

## Norway's Best Sellers

1. Hello Mary Lou (Ricky Nelson/California) Bens Music AB
2. Green Fields (The Brothers Four/Philips) Norsk Musikforlag
3. A Girl Like You (Cliff Richard/Columbia) Not Published
4. Moody River (Pat Boone/Dot) Egil Monn Iversen A/S
5. Sucu Sucu (The Monn Keys/Triola) Egil Monn Iversen A/S
6. But I Do (Clarence Henry/Pye) Egil Monn Iversen A/S
7. Baby Sittin' Boogie (Buzz Clifford/Philips) Musikk-Huset A/S
8. Pepe (Jorgen Ingmann/Metronome) Kassner Music
9. Romeo (Petula Clark/Pye) Not Published
10. Surrender (Elvis Presley/RCA) Belinda (Scandinavia) AB

## England's Best Sellers

1. Johnny Remember Me—John Leyton (Top Rank) (Meridian)
2. You Don't Know—Helen Shapiro (Columbia) (Lorna)
3. Well I Ask You—Eden Kane (Decca) (Essex)
4. Reach For The Stars—Shirley Bassey (Columbia) (Kassner)
5. Halfway To Paradise—Billy Fury (Decca) (Nevins-Kirshner)
6. Romeo—Petula Clark (Pye) (Darewski)
7. Hello Mary Lou—Ricky Nelson (London) (Sidney Bron)
8. You Always Hurt The One You Love—Clarence Henry (Pye) (Pickwick)
9. Quarter To Three—U.S. Bonds (Top Rank) (Ardmore & Beechwood)
10. A Girl Like You—Cliff Richard (Columbia) (F. D. & H.)
11. Pasadena — Temperance Seven (Parlophone) (L. Wright)
12. Temptation — Everly Brothers (Warner Bros.) (Robbins)
13. Time—Craig Douglas (Top Rank) (Morris)
14. Climb Every Mountain—Shirley Bassey (Columbia) (Williamson)
15. Baby I Don't Care—Buddy Holly (Coral) (Belinda)
16. Don't You Know It—Adam Faith (Parlophone) (Essex)
17. Marcheta—Karl Denver (Decca) (Chappell)
18. That's My Home—Acker Bilk (Columbia) (L. Wright)
19. Cupid—Sam Cooke (RCA) (Kags)
20. Runaway—Del Shannon (London) (Vicki)

## England's Top Ten LP's

1. South Pacific—Soundtrack (RCA)
2. Black & White Minstrel Show—George Mitchell (H.M.V.)
3. Listen To Cliff—Cliff Richard (Columbia)
4. His Hand In Mine—Elvis Presley (RCA)
5. G.I. Blues—Elvis Presley (RCA)
6. The Sound of Music—Original Cast (Philips)
7. Oliver—London Cast (Decca)
8. Sound Of Music—London Cast (H.M.V.)
9. Adam—Adam Faith (Parlophone)
10. Beyond The Fringe—Original London Cast (Parlophone)

## England's Top Ten EP's

1. The Shadows To The Fore—The Shadows (Columbia)
2. The Buttondown Mind of Bob Newhart—Bob Newhart (Warner Bros.)
3. Adam's Hit Parade—Adam Faith (Parlophone)
4. Cliff's Silver Disks—Cliff Richard (Columbia)
5. The Shadows—The Shadows—Columbia
6. Exodus & Other Themes—Mantovani (Decca)
7. Adam No. 1—Adam Faith (Parlophone)
8. The John Barry Sound—John Barry (Parlophone)
9. Unforgettable—Nat 'King' Cole (Capitol)
10. The Sound of Music—Various Artists (Pye)

## Sweden's Best Sellers

1. Den Siste Mohikanen (Da Sprach' Der Alte Häuptling) (Lille Gerhard/Karusell) Multitone
2. Putti Putti (Jay Epae/Mercury) Edition Odeon
3. Hello Mary Lou (Ricky Nelson/California) Bens Music AB
4. \*Petter Och Frida (Lille Gerhard/Karusell) Reuter & Reuter
5. I've Told Every Little Star (Linda Scott/Sonet) Multitone
6. En gång skall vi åter mötas (Ettmal seher wir uns weider) (Thory Bernhards/Polydor) Southern Music
7. Moody River (Pat Boone/Dot) Reuter & Reuter
8. \*Kära Mor (Göingeflickorna/Joker) Sweden Music
9. Flaming Star (Elvis Presley/RCA) Belinda (Scandinavia) AB
10. A Girl Like You (Cliff Richard/Columbia) Not Published

\*Local copyright.

## Annual Marketing Confab in Australia



SYDNEY, AUSTRALIA—Amalgated Wireless (Australasia) Limited, national distributors of RCA Victor Records, recently held a marketing conference at its head office here which was attended by its distributors from all the Australian states.

All aspects of marketing, advertising and distribution of RCA and RCA Camden records throughout the Commonwealth were discussed and plans completed for up-coming sales and promotional campaigns. Particular emphasis was placed upon the future development of the stereo market in Australia. Sales of both labels in 1961-62 are again expected to exceed those of preceding years.

The conference was opened by A.E.R. Fox, assistant general manager in charge of the broadcasting and recording division of A.W.A. Conference session were headed by B. Witte, A.W.A.'s manager for record distributors. Representation from RCA of Australia Pty. Ltd. was headed by Rudi Tolnay.

Pictured above are: Standing, left to right: J. Turner (RCA), W. Donaldson (RCA), R. Coleman (Newton McLaren S.A.), J. Cuff (RCA), B. Childs (AWA, NSW), R. Jarrett (AWA, Qld), K. Whittle (AWA, WA) and B. Forrester (AWA, NSW).

Seated, left to right: A. Aldis (AWA, NSW), Mr. Harkness (AWA, Vic.), R. Tolnay (managing director RCA), A. E. R. Fox (assistant general manager AWA), C. Pickford (RCA), B. Witte, (AWA, NSW) and P. Sainthill (AWA, NSW).





## BENELUX

### BELGIUM

Discovogue S.A. is very proud to have the Petula Clark disk, "Romeo," in its hands. In the Flemish as well as in the Walloon part of the country, the Pye record is selling like hotcakes! Discovogue expects that "Romeo" will beat the sales-record of Clark's "Baby Lover." Also selling very well is "Brigitte Bardot" by Roberto Seto.

The first two records by Toni Palermo, the Italian who is living in Belgium, are successful in the Walloon part of Belgium, especially his "Rondinella d'Oro." SAB music publishers also report that new platters will be made by Shorty And His Fireblazers, as a result of the good sales of their first recordings. The revival of "Kermiswals," a former hit by Johnny Hoes, is also reported doing well.

S. A. Gramophone reports fair sales with "Tossin' and Turnin'" (Bobby Lewis), "A Media Luz" (Los Amadores), "Rosina" (Rex Gildo), "The Writing On The Wall" (Adam Faith), and "Let's Twist Again" (Chubby Checker). First reactions from dealers in Walloon-Belgium and Brussels on Gloria Lasso's new recording ("Oui, Devant Dieu," "Ton Adieu," "Ay, Ay, Ay" and "Si Tu Reviens Un Jour") is very hopeful.

The song "Brigitte Bardot" is expected to take Belgium by storm. Barclay, Vogue, Decca and Palette already have their versions on the market. The original one is by Jorge Veiga on Barclay; the most publicised is by Digno Garcia on Palette; and the best sold record at this moment is by Miguel Merendez on Decca.

Teeny Records, which up to now only used American repertoire, has contracted for Flemish and German stars.

New vocal stars under contract to Helia Records: Alan Dale (Daddy's Little Girl)/"Conquered"), Johnny Blenco ("Einmahl"/Teenagertraum"), Dario Hood ("Witch's Brew"/"Un Momento Mas") and Johnny Renard ("Bagpipe Cha Cha Cha"/"Que Sera").

Under the auspices of Maurice de Guffroy and the Belgian fan magazine "Song Parade," famous French rock-star Johnny Hallyday tour Belgium October 15-25.

Joe Rene, a&r manager of Beltone-records, N.Y., paid a visit to Mr. De Boeck of Ardmore & Beechwood publishers.

### HOLLAND

The whole Dutch music world mourned for sudden death last week of popular Jan Nagel, boss of Chappell music publishers in Holland.

Bovema's publicity dept. reports that the new look of its record-magazine, which will be divided into separate sections for both classical and popular music and which will be distributed among subscribers beginning in September. Bovema will not form a record club (as reported here recently).

Phonogram is very busy arranging its 15th annual dealer convention. This traditional convention will be held in the Gooiland Theatre in Holland Radio City Hilversum. It is likely to be the most spectacular convention ever. More news on Phonograms D-day in our next issue.

New LP releases on Fontana include "Tubbs" by one of England's top-jazz musicians, Tubby Hayes; "Brubeck and Rushing," the Dave Brubeck Quartet featuring vocalist Jimmy Rushing, and a souvenir Album entitled "Holiday In Switzerland." Fontana's teenage star Ria Valk gives her fans a treat on a brand new EP with two recent hits plus two red-hot songs "Jan, Pak De Leuning Dan" and "Te Jong." In four days the EP already sold 1,000 copies. In the EP series "Treasures Of North American Negro Music," #16 was released. It features Blind Willy Johnson and consists of takes from 1927 and 1929. The jazz connoisseurs are very pleased with this Fontana-release. Hit single from a Greek film was released on Fontana too. Nana Mouskouri sings "Weisse Rosen Aus Athen" and "Addio" from the motion picture "Traumland Der Sehnsucht." It seems to be real hot.

New hit by The Wilmari's is climbing the charts. Phonogram hopes that this platter, "Oh Dolores"/"Zo Is Het Leven," will become another 100,000-seller, as the Wilmari's started their career with a golden record, "Barcelona."

Rood L.C., Rijswijk released another record by popular teenage stars, The Emeralds, this time in Spanish: "Ricardo"/"Mirame." Record has also been released in Germany and Belgium. Rood is doing well with Petula Clark's Pye recording of "Romeo."

## Belgium's Best Sellers

### FLEMISH

1. Wheels (String-A-Longs/London—Editions Bens/Brussels).
2. Dance On Little Girl (Paul Anka/ABC Paramount—Spanka Music/Brussels).
3. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels).
4. Runaway (Del Shannon/London—Belinda/Brussels).
5. Jungle Drums (Clyde Otis/Mercury).
6. Och Was Ik Maar (Johnny Hoes/Philips—Benelux Music/Weert).
7. Hello Mary Lou—(Ricky Nelson/Imperial—Les Ed. Int. Basart/Amsterdam).
8. Baby Sittin' Boogie (Buzz Clifford/Philips—Chappell/Paris).
9. Maharadja (The Tramps/Fontana).
10. Zarina (Rex Gildo—Electrola).

### WALLOON

1. Wheels (String-A-Longs/London—Editions Bens/Brussels).
2. Baby Sittin' Boogie (Buzz Clifford/Philips—Chappell/Paris).
3. Dance On Little Girl (Paul Anka/ABC Paramount—Spanka Music/Brussels).
4. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels).
5. Runaway (Del Shannon/London—Belinda/Brussels).
6. Parasol (Les Cousins/Palette—World Music/Brussels).
7. Hello Mary Lou (Ricky Nelson/Imperial—Les Ed. & Int. Basart/Amsterdam).
8. Maharadja (The Tramps/Fontana).
9. Jungle Drums (Clyde Otis/Mercury).
10. I Feel So Bad (Elvis Presley/RCA—Editions Bens/Brussels).



## AUSTRALIA

American pianist George Greeley has recently completed a series of television appearances in Sydney for "Revue '61." George is one of the most popular artists ever to visit these shores and was a big hit in this country. In honour of his Australian visit, Australian Record Company—who handles the Warner Bros. catalogue in this area—held a special luncheon at Romano's (Sydney) where leading disk jockeys—including Bob Rogers, Tony Withers, John Laws and Ken Sparkes—met Greeley. As a result of this function, which was organized by ARC's Jim Sutton, Greeley was voted the "swingiest promotion man ever to reach here." Good luck George—we all hope you enjoyed your Australian experience.

Johnny O'Keefe, who has been absent from the disk scene for a long while, is creating a big noise with his new release of "I'm Counting On You." O'Keefe has given the disk some important exposure through the television shows "Revue '61" and "Bandstand" and it is getting strong DJ attention. Present indications are that Johnny will soon be the force he was some eighteen months ago.

That canny Scot, Andy Stewart, has done it again. His latest single release, "Donald, Where's Your Troosers," has just been issued on Top Rank and looks like three big ones in a row for Andy. This side is pulled from Stewart's "Scottish Soldier" package which is a big seller across the nation. In the singles field Stewart is currently the hottest disk attraction in Australia with "Scottish Soldier" and "The Battle's O'er" both enjoying chart success.

John Laws, one of this country's leading disk jockeys, has a new release on the Festival label—his first in a long while—that has the necessary ingredients for a hit rating. Topside is "Running For My Life" and the under-half is tagged "Hey Baby." John is on the staff of Radio 2GB in Sydney—a major force in the nationwide Macquarie Network.

A recent visitor to Cash Box (Australia) was Jack Argent, chief of Leeds Music here. Jack was on one of his regular interstate visits—this one primarily to consolidate the distribution of Leeds—and associates—songs.

Lana Cantrell, one of the finest female voices on the Australian scene at the moment, has a great little EP out on the Rex label that is deserving of success. The package features Lana with fresh arrangements of "In The Still Of The Night," "I Don't Know Why," "It's Been A Long Long Time" and "I've Never Left Your Arms." Lana has already featured some of these sides on our national TV shows which should stimulate interest in her disk.

After much speculation throughout the trade, still nothing—at the time of writing—has been finalized regarding an Australian outlet for the American Reprise catalogue. Unless some quick action is forthcoming, the sales potential of the Frank and Nancy Sinatra singles will be lost as both disks are catching good disk-jockey attention and are not available to the public.

One of America's top disk humorists, Dave Gardner, is represented in this country for the first time by a new RCA single issue which carries "Coward At The Alamo" b/w "You Are My Love." Gardner is one of the hottest album artists of the moment in the United States with two albums on the charts.

W & G Records is making an all-out nationwide promotion drive on "Quite A Party" by The Fireballs which it has released under a special arrangement with Warwick Records of America. Marty Angus, sales boss of W & G, reports that "Quite A Party" is showing "encouraging sales signs."

Belinda Music is breaking out all over with new companies, big hits and expansion news. Norman Whiteley, genial boss of the Belinda group of companies, recently reported to Cash Box on happenings within his organization. The exploitation of the various catalogues under the Belinda banner will be divided from September on, when Colin Coulton will transfer from the Belinda Trade Department to handle exploitation on behalf of Aaron Schroeder Music, Trinity Music, Crown Music and the recently formed Lonnie Lee Music Pty. Ltd. Tony Brady, in addition to managing other activities, will concentrate on material from Belinda, Progressive Music, George Werner and the Johnny Devlin Music Pty. Ltd., which is a new local company.

A new addition to the staff of Belinda Music is Helen Grover who has joined the company as secretary to John Holberton, copyright manager. Helen is well known throughout the trade as the composer of "Barefoot Boy," the Noeleen Batley hit single of a while back and "Alice In Wonderland" a current single for Dig Richards on the Rex label.

Jim Noall reports that Roy Orbison has been added to the line-up of American stars for the show booked to open in Australia on September 6. Along with Orbison are American artists Freddy Cannon, Jack Scott, Ray Peterson, Dion and Tony Orlando.

## Australia's Best Sellers

1. I'm Gonna Knock On Your Door (Eddie Hodges—London) Belinda Music
2. The Battle's O'er (Andy Stewart—Top Rank) Leeds Music
3. \*Smokey Mokes (The Joy Boys—Festival) Allan & Co.
4. Hello Mary Lou (Ricky Nelson—London) Belinda Music
5. Sea Of Heartbreak (Don Gibson—RCA)
6. Raindrop (Dee Clark—Top Rank)
7. Baby Face (Bobby Vee—London) J. Albert & Son
8. Scottish Soldier (Andy Stewart—Top Rank) Essex Music
9. Dum Dum (Brenda Lee—Festival)
10. Temptation (Everly Bros.—Warner Bros.) D. Davis & Co.

\*Local product.

## Holland's Best Sellers

1. Hello Mary Lou (Ricky Nelson, Harry Bliet/Imperial, Imperial—Les Ed. Int. Basart/Amsterdam).
2. Och Was Ik Maar (Johnny Hoes/Philips—Benelux Music/Weert).
3. Temptation (Everly Brothers/Warner Bros.—Francis-Day/Amsterdam).
4. Wheels (Billy Vaughn, String-A-Longs/London, London—Editions Bens/Brussels).
5. Runaway (Del Shannon/London—Belinda/Amsterdam).
6. Zarina (Rex Gildo/H.M.V.—Uitgeverij de Kruyff/Doetinchem).
7. O.K. Ik Ga Met Je Mee/Adieu, Vaarwel, Goodbye (Ria Valk/Fontana—Editions Altona/Amsterdam, Benelux Music/Weert).
8. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels).
9. Non Je Ne Regrette Rien (Edith Piaf/Columbia—Editions Altona/Amsterdam).
10. Dance On Little Girl (Paul Anka/ABC Paramount—Spanka Music/Brussels).





# ARGENTINA

We had a great surprise when Chan Daniels, member of the Highwaymen, phoned us asking about the position of "Michael" in the Cash Box Top 100, last week. After giving him the good news of his tune reaching the first place in the charts, we of course asked why was he in Buenos Aires, and got the whole story.

Daniel was born in Argentina and is currently studying in the States. He comes to the River Plate twice a year and spends a couple of weeks here. Another Highwayman is Mexican, and one of them is now in Africa. As you see, it's really an international group. . . . "Michael" will be soon released here by Surco—United Artists representative—and is already being played by disk jockey Ruben Machado, who premiered it some days ago.

Virgilio Exposito—well known arranger, composer and producer—returned from a trip that included Venezuela, Panama, Brazil and Peru. He went there to study the possibility of selling the tapes he records in Buenos Aires, and getting in touch with composer associations of those countries. Exposito says that in some of these countries it is still difficult to receive composer rights regularly, but there is now a strong movement to enforce recording companies to pay these royalties. In some cases, he added, records carry, instead of the composer's names, the words "rights reserved." Exposito is currently producing and recording tunes with his own orchestra, and selling the tapes to domestic and foreign diskeries.

Probably the most important event in Latin America's record history, the First Convention of Recording Companies, started in Rio de Janeiro, Brazil, September 2. Members of diskeries from all parts of South and Central America are meeting and discussing the way of coordinating their efforts and increasing and improving operations. Most Argentine labels sent representatives, and nearly all our publishers are also there.

Nestor Selasco, president of Sicomerciana, will start a long world wide trip after the Rio Convention, he'll go to Venezuela, Mexico, United States and Europe. In Brazil, Mexico and Venezuela he'll open branches of his company; in USA, he'll get in touch with two important labels and discuss the possibility of representing them in Argentina.

Hugo del Carril and Serenata Records—new company—gave a big party for the press and disk jockeys at the Tabaris (Argentina's leading night club). Hugo is a big cinema star, and a good singer, but his last recordings were made in 1949; the new ones are expected to earn big popularity. Serenata's plans are to build a small but strong catalog; its address is Esmeralda 433, Buenos Aires.

Record promotion made by Chilean disk jockeys in the west part of Argentina proved to be very effective when "Wheels," recorded by Billy Vaughn (Music Hall), Don Nobody (Disc Jockey) and Julissa (Orfeo), turned into a big hit in that part of the country. Some local companies regularly send their product to Chile's main disk jockeys; others are now considering the possibility of doing the same thing.

Fermata publishers believes that "Caramelitos," a local tune recorded by new RCA star Olga Lee, may become a smash hit in a short time. Another Fermata production is "La Zafre," a folk song with "a modern touch" waxed by Mercedes Sosa, also for the RCA label.

Mario Clavell, one of our best showmen, will start a new TV program on Channel 7 in October. Clavell is now performing on CX14 Radio El Espectador of Montevideo, Uruguay, with big success.

Nearly all our main folk artists have joined forces to turn "Angelica" into the biggest hit in Argentine's folk music history. Now it has been recorded by Los Fronterizos, one of the most popular groups. Philips has already released the record and the tune will also be included in their new LP that will appear very soon. Los Fronterizos will start a tour of Europe on September 10. It will include Spain, France, Holland and probably Germany.

Orfeo is increasing two Mexican smash hits: "Escandalo" and "Y . . ." sung by Javier Solis with a mariachi orchestra. Although the label feels that mariachis are not well received in Argentina, it believes that the records are strong enough to sell very well.

RCA will release the six songs waxed by Nelson Gonzalves, Brazilian star, during his recent visit to Argentina. One of them, "Yo te quiero" (I Love You) has been sung in Spanish, instead of Portuguese.

Los Tres Sudamericanos have been inked by TV Channel 13 for a series of 10 performances on its most important programs, Casino Philips, Show de Antonio Prieto and Show de Bobby Capo. They started with Casino Philips August 16.

Surco has released, under its Opus label, a new "promotional" LP, priced at 259 pesos. It has been recorded by Julio Reyes and his tropical group, and contains some of the titles that hit the charts in the last months: "Cara de Payaso," "Moliendo Cafe," "Never On Sunday," and others.

TK released a very important record, from the point of view of a serious study of our music. Its title is "Cantores del Norte" and it contains authentic bagualas and vidalas, recorded in the North of Argentina by unknown singers. We sincerely congratulate TK for having released a record without big sales appeal, but very much in demand by those who are interested in knowing something more about the people that live in this part of South America.

## Argentina's Best Sellers

- \*Angelica (Lagos) Quilla Huasi, Fronterizos, Molina Cabral, Carlos Michel (Philips); Chachaleros, Bienvenido Cardenas (RCA); Jorge Sobral, Antonio Tormo (Disc Jockey); Horacio Guarani (Record); Leondro Ocampo (Microfon); Atencio Paredes (Music Hall); Los Andariegos, Marfil (TK); Los Peregrinos (Dimsa); Los Chilicotes, Hnos Abrodo (Odeon); Los Huaqueños (Orfeo).
- Fugitiva (Runaway) (Vicky-Fermata) Del Shannon (London); Rocky Pontoni, Rocklands (RCA); Teddy Martino (Odeon Pops).
- Diablito (Little Devil) (Aldo Music—Fermata) Neil Sedaka (RCA).
- Chica De Calendario (Calendar Girl) (Aldo Music—Fermata) Neil Sedaka (RCA).
- Esta Noche Mi Amor (Tonight My Love, Tonight) (Spanka—Fermata) Paul Anka (Ariel); Luis Aguile (Odeon); Rocky Pontoni (RCA).
- Pensemos Un Poco En Vivir (Let's Think About Living) (Acuff-Rose—Korn) Johnny Carel (Orfeo).
- \*Total Para Que (Korn) Las Chispitas (Odeon Pops); Jolly Land (RCA); Mechicolo (Philips).
- Noche De Luna Muriente (Notte Di Luna Calante) (Fortissimo Americana) Domenico Modugno (Music Hall); Dango Twins (Columbia).
- Cara De Payaso (Rio-Fermata) Antonio Prieto, Yuyu Da Silva (RCA); Raul Verdier, Siro San Roman (Music Hall); Heraldo (RCA); Enrique Mario Francini (Microfon); Los Cariocas (Ariel).
- Quiero Amanecer (Korn) Sarita Lascarro (RCA); Nila Valdez (Odeon Pops); Lucio (Columbia).



# ITALY

Connie Francis will arrive in Rome the 10th of September and will stay in the capitol until the 14th as a tourist. She will then go to Viareggio (Versilia) for an appearance at the Bussola night club, and after that will visit Bologna, Turin and Milan. Her latest Italian release (on MGM) is "Dicitencello Vuie," already released here and abroad by RCA in the version sung by Miranda Martino with the title, "Just Say I Love Him."

"La Novia," a record which we foresee to be a success in Italy, is available here in the original version by Antonio Prieto from Mexico and also in domestic versions by Tony Dallara and Domenico Modugno.

Bluebell wrote to us announcing that it has received the exclusive Italian distribution of the Candid record line, a subsidiary of New York's Cadence Records.

"Il Pullover" was a strong hit here by Gianni Meccia, who is the composer of the tune. From abroad comes a new foreign version of this song just issued in Italy titled, "This Pullover" by English singer Jess Conrad.

Canzonissima (Songest) is our main music TV show broadcast each winter. This time the spectacle includes 14 weekly TV shows, instead of 12 as in the past, and the first prize of the lottery tied to this music competition will reach the record-figure of 150 million liras (\$250,000). On the 25th of September the entry of the 56 song candidates for "The Songest" of the year will be made known. The group of 56 songs will be selected by the music experts of RAI-TV, the radio-tv station. From September 25th through October 9th, Italians will send RAI-TV a card with the titles of their favorite songs and the name of the singers they wish to listen to. On Tuesday, October 10th, the first Canzonissima show will be broadcast and seven songs will be presented.

Some news from VCM's artists: At La Bussola, the night spot in Viareggio (Versilia) the Four Freshmen performed during the last week of August. Pino Donaggio goes on receiving success with his "Cane Di Stoffa" and newly released "Pera Matura" (Ripe Pear). Luciano Virgili won a first prize in the festival, "A Song For Europe," just recently held in St. Vincent, with the tune "Una Finestra Accesa" (A Lighted Window). Gian Costello was successful with "Amico Fiume" (Friend River), in a festival held at Garda, the town on the lake.

This year we will have had two song festivals in Naples—the first already held in June, and the other will take place on September 16th, 17th and 18th, and will be nationally broadcast by our TV station for the first two evenings, while the third evening will be seen on Eurovision. For the next Naples Festival in September, 214 tunes were sent by Italian composers and the following are the 24 selected by the committee to be presented:

- |   |   |
|---|---|
| Cavalluccio 'E Mare by A. Menillo-M. Coppola. | 'O Cunfessore by E. Di Paola-R. Cutolo.             |
| Comme Cantava Napule by Italomario-Granelli.  | 'O Tuono 'E Marzo by De Angelis-De Mura.            |
| Cunto 'E Lampare by Bonagura-Recca.           | Piri-ki-kukè by Faraldo-Esposito-Magaldi.           |
| Cuntrora by Ruccione-Pugliese.                | Serenella by A. Pariante.                           |
| Damme 'A Mano by De Martino-Zanfagna.         | Settembre Cu Mme by Vian-Fiore.                     |
| 'E Ddoje Lucie by Ricciardi-Marotta.          | Sole, Sole D'oro by D'Anzi-Miccio.                  |
| L'onne by Redi-Bonagura.                      | Te Sento Dint' 'E Vvene by Starace-Janni.           |
| Napoli Shock by Kramer-Martucci.              | Tu Si 'A Malincunia by A. Fierro.                   |
| 'N'ata Dummenecca by A. Marchionne-Innocenzi. | Tu Sempe by N. Olivero-S. Canzio.                   |
| Nun Chiagnere by Rascel-A. Savignano.         | Tu Si Comme 'Na Palummella by C. A. Bixio-L. Bosco. |
| 'O Pappato by E. La Valle-A. Lazzaretti.      | Tutt' 'A Famiglia by Alfieri-G. Pisano.             |
|   | Uh! Che Cielo by F. Cigliano.                       |
|   | Vicino A Tte by Arciello-Filibello.                 |

The following singers will perform on the stage of Naples accompanied by Cramer's orchestra: Betty Curtis, Johnny Dorelli, Katina Ranieri, Radar Quartet, Teddy Reno, Claudio Villa, Luciana Virgili, Nelly Fioramonti and GeGe Di Giacomo.

Renato Rascal, Nunzio Gallo, Gloria Christian, Aurelio Fierro, Mario Abbate, and Fausto Cigliano will appear with maestro Anepeta's orchestra.

Dear Film wrote us again announcing that the record houses V.C.M., C.G.D.-GC, SAAR, Decca, Centra, Durium and Ricordi, will take place in the festival of the record "Exodus" which Dear Film is organizing on the occasion of the premiere showing of the film "Exodus" in Italy. The best recording of the song "Exodus," as selected by two committees in Rome and in Milan formed by music experts and journalists specializing in this field, will be given a special prize.

Johnny Ray made a short appearance in a night spot on the Italian Riviera. It is reported that he was a great success.

## Italy's Best Sellers

- \*Legata Ad Un Granello Di Sabbia (Tied To A Grain Of Sand)/Fidenco/RCA/Italina/RCA Italiana.
- Non Esiste L'Amore (Love Does Not Exist)/Celentano/Gurtler/Nazionale.
- Piscatore A Pusilleco (A Fisher At Pusilleco)/Peppino Di Capri/Carisch.
- The World Of Susie Wong/Fidenco/RCA Italiana/Ricordi.
- Roman Guitar/Connie Francis/MGM-CGD/Messaggerie Musicali.
- Pera Matura (Ripe Pear)/Pino Donaggio/VCM/Curci.
- Riviera (Shore)/Umberto Bindi/Ricordi/Ariston.
- Villaggio Sul Fiume (Village On The River)/Pino Donaggio/VCM/Curci.
- Pepito/Los Muchacambos.
- Pepito/Cocky Mazzetti/Ri-Fi Record.
- The Way You Look Tonight/Ray Conniff/Melodicon.

\* Denotes Italian music.

## Argentina's Best Selling LP's

- Asi Surgen Los Recuerdos (Memories are made of this) Ray Conniff (Columbia).
- \*Cordialmente Los Fronterizos (Philips).
- Explosivos Vol. IV Selection (RCA).
- Ensalada Musical Selection (Columbia).
- Neil Sedaka Neil Sedaka (RCA).
- Edith Piaf Edith Piaf (Odeon).
- Nuestro Concierto Roberto Yanes (Columbia).
- \*Chachaleros En La Noche Los Chachaleros (RCA).
- Digalo Con Musica (Say it with Music) Ray Conniff (Columbia).
- Brenda Lee Brenda Lee (Decca).

(\*) Local product.





## BRAZIL

Odeon Records has just released eight albums. 1—"Em Dia Com O Sucesso" with famous artists from the label like Isaura Garcia, Mario Gennari Filho, Orlando Dias, Osny Silva, Oscar Torales, Léo Romano, Tony Campello, Celly Campello, Chiquinho, Anisio Silva, Dalva De Andrade, Silvio Silva and others; 2—Gregorio Barrios the Mexican singer with Brazil's famous Trio Irakitan with some Latin melodies including "Mar," "Sin Motivo," "Farolito," "Agora Seremos Felices," "Alma Llanera," "Tipitin," "Ceilito Lindo" and others; 3—"Adios Pampa Mia," old tangos by Francisco Canaro and his Orchestra; 4—"Berlin By Night," songs in German with Ilse Hubener, Brigitte Mira, Bruno Fritz and Willi Rose. 5—"Samba Is Samba" (Samba E Samba) with Walter Wanderley, a very fine organist, who also plays organ, piano and vibraphone; 6—"Juro" (I Swear) with the romantic Brazilian singer Carlos Augusto; 7—"Show De Samba" (Samba's Show) with Sambistas Da Guanabara with very old Brazilian tunes mixed with some modern songs; 8—"Samba Festival" (4th Musical Caravan to Europe) with Ataulfo Alves E Suas Pastorais, Quincas E Os Capacabana, Carmen Dea, Regina and the Rhythm Section, Miguelito, Chuvisco and Milton.

From now on, every musician, singer, arranger, maestro, etc., must belong to Ordem Dos Musicos Do Brasil (Brazilian Musicians Association), created by a decree of 1960 signed by ex-president Juscelino Kubitschek. Nobody can work without a document from that new organization.

After many years recording with Copacabana Records, Brazilian samba singer Jorge Veiga signed a contract with RCA Victor. Veiga is responsible for the Carnival hit, "Brigitte Bardot," which is now delighting the European public with its gay rhythm.

RCA Victor has released three new albums by Brazilian artists. Erlon Chaves, a very young and promising arranger and band leader, waxed twelve sambas in an LP entitled "Em Tempo De Samba" (In Samba Rhythm); Francisco Moraes, pianist and arranger, appears with another album, this time dedicated to Adelino Moreira, perhaps the most popular Brazilian composer, whose music always hits the charts, especially those recorded by Nelson Gonçalves. And finally, accordion player Carlinhos Mafasoli recorded his first album for RCA, named "Roteiro Musical," with Brazilian and International hits.

Chantecler Records completed three years as a label last August 6. More than anything we can say about the successful and profitable career of Chantecler are the label's three numbers on this week's chart: Claudio de Barros' "Teu Despreso," Edith Veiga's "Faz-Me Rir" and Martha Mendonça's "Tu Sabes." Our best wishes for Chantecler on its third anniversary.

## Brazil's Best Sellers

### SAO PAULO

1. Bat Masterson—Carlos Gonzaga —(RCA) (Fermata)
2. As Folhas Verdes Do Verao — (The Green Leaves Of Summer) —Wilma Bentivegna — (Odeon) (Todamerica)
3. Wheels — Billy Vaughn — (Dot-RGE) (Vitale)
4. \*Teu Despreso—Claudio de Barros—(Chantecler) (Cembra)
5. Faz-Me Rir — (Mida Risa) — Edith Veiga—(Chantecler) (Vitale)
6. Corinna, Corinna—Demetrius — (Continental) (Mills)
7. Blue Moon—The Marcells—(Col-Pix—Continental) (Robbins)
8. Ansiedad — Nat "King" Cole — (Capitol) (Vitale)
9. \*Tu Sabes—Martha Mendonça — (Chantecler)
10. \*Poema Das Maos — Miltoninho — (RGE) (Fermata)

### RIO DE JANEIRO

1. Bat Masterson—Carlos Gonzaga (RCA) (Fermata)
2. \*Tenho Ciume De Tudo—Orlando Dias—(Odeon)
3. Blue Moon—The Marcells—(Col-Pix—Continental) (Robbins)
4. \*Resposta Do Caracao De Luto—Teixeirinha—(Sertanejo) (Santos Dumont)
5. \*Borrasca—Angela Maria—(Continental) (Euterpe)
6. Ansiedad — Nat "King" Cole — (Capitol) (Vitale)
7. \*Alianca — Fernando Barreto — (RCA)
8. \*Moco — Nelson Gonçalves — (RCA) (Euterpe)
9. \*Onde Estaras — Anisio Silva — (Odeon)
10. \*Dinah—Clerio Moraes—(Tiger)

\* Brazilian Music

## Sao Paulo's Top Ten LP's

1. 'S Love—Ray Conniff—(Columbia)
2. Metais Em Brasa No 1—Henry Jerome—(Decca)
3. Metais Em Brasa No 2—Henry Jerome—(Decca)
4. 'S Different—Ray Conniff—Columbia)
5. \*As Aventuras Do Vitorio—Various Artists—(Odeon)
6. Orange Blossom Special And Wheels — Billy Vaughn—(Dot-RGE)
7. Billy Vaughn No Cinema — Billy Vaughn—(Dot-RGE)
8. \*Noite De Saudade—Nelson Gonçalves—(RCA)
9. 'S Music—Ray Conniff—(Columbia)
10. The Best Of Frank Sinatra — Frank Sinatra—(Capitol)

## Rio De Janeiro's Top Ten LP's

1. 'S Love—Ray Conniff—(Columbia)
2. Metais Em Brasa No 1—Henry Jerome—(Decca)
3. \*Ed Lincoln, Seu Piano E Seu Orgao Espetacular—Ed Lincoln—(Musidisc)
4. \*Noite De Saudade—Nelson Gonçalves—(RCA)
5. The Best Of Nat "King" Cole—Nat "King" Cole—(Capitol)
6. \*Barquinho—Maysa—(Columbia)
7. \*A Meiga Elizette—Elizette Cardoso—(Copacabana)
8. The Best Of Frank Sinatra — Frank Sinatra—(Capitol)
9. Metais Em Brasa No 2—Henry Jerome—(Decca)
10. \*O Sucesso E Samba — Walter Wanderley—(Odeon)

\* Brazilian Music



## FRANCE

People are gradually coming back from vacation, some only to take off again, like Leon Cabat who was in Paris for only three days to prepare for his trip to Germany and Eddie Barclay who blew into Paris for a 48-hour stay and to take care of some business about which we'll tell more later. Charles Aznavour is hard at work at his estate of Montfort-L'Aunay near Paris composing new songs for himself, for Debout (Vogue) and for other singers. Jean-Claude Pascal (EMI) has had to interrupt his summer tour and is confined to the bed with a nervous breakdown. Gilbert Becaud, despite his fatigue, is continuing his tour. Dario Moreno (Fontana) has returned from Rome and is doing a stint at Deauville.

Polydor has just issued Brenda Lee's "Dum Dum" which is off to a good start saleswise, but it doesn't look as if it will be the dance of the year. Ricordi's Dany Boy has waxed two new sides which are already on the market, "Croque La Pomme" and "Et Puis Voila." These are the only two new releases during the past two weeks. The summer hit in France has been (and is) that lively Brazilian tune, "Brigitte Bardot." Thanks to the vacation period, there has been only two recordings of the song on the market up to present, the original on Barclay and Seito's version on Vogue.

Pathe (EMI) has created a new company for the production of television films which will feature the new young singers of their respective labels. Pierre Bougain heads the new outfit.

In the wake of his personal appearance at the Juan-les-Pins Jazz Festival, Ray Charles has conquered the French public and record buyers can't get enough of his disks. His latest release on Atlantic (Bel-Air), "Let's Go" tops the demand. He will do a return concert in Paris in October.

Expected back at his desk at the end of the week is Barclay's A&R Jean Fernandez whose rock'n'roll discoveries, Les Chaussettes Noires are continuing their successful tour in the South of France. Madame Breton will abandon Montfort to reopen her publishing offices this week. Good news for her: Gilbert Becaud's "Le Cavalier Du Grand Retour" seems slated for the best-seller lists. Unlike the other firms, publishers Pigalle-Robert Salvat didn't close at all during the month of August!

Daniel Ortiz and Serge Vital of Robert Salvat Editions report that: the No. 1 hit song in the U.S., "Michael" has been adapted in French by Jacques Borel and "Pretty Little Angel Eyes" by Andre Salvat. "Hats Off To Larry" has a French version due by Danny Cogan, singer in the Bel-Air rock'n'roll group, Les Pirates. Nicole Paquin (Polydor) has waxed "Somebody To Love," "Good Time Baby," "Stuck On You" and "Ding-A-Ling." Marc Fontenoy is author of the French version of "I'm Gonna Knock On Your Door."

Decca's Frankie Jordan has recorded "J' Ai Change De Patelin" et "J'en Ai Ma Claue," while Vogue's Franca di Rienzo has taped "Qu'il Est Doux." Nicole Croisille's latest session included "J'oublie Tout" et "Tu T'fais Du Cinema."

Salvet Editions handles the music from the film "La Fayette" of which two marches have already been waxed by Raymond Lefevre and his orchestra (Barclay); titles: "Ohé Les Gars" and "Monsieur De LaFayette," composed by Steve Laurent and Pierre Duclos. Salvat has world rights for the original track of "Le Gout De La Violence," France excluded. Composer is Andre Hossein, father of actor Robert Hossein. Maurice Jarre has penned the music for the film, "Les Amours Celebres," another Salvat acquisition, as is the case of the track of "L'Aiglon" from the pen of Fred Freed.

In another week or two, the deadly calm now prevailing in the record and music world will give way to the autumn hustle and bustle and the inevitable preparations for a winter season which promises to be a lively one.

## France's Best Sellers

1. Brigitte Bardot (M. Gustavo) Original Record J. Veiga (Barclay)—R. Seto (Vogue) Publishing Firm Edts Caravelle (Barclay group)
2. Dans Le Coeur De Ma Blonde (Wheels) (Pretty & Drejac) Record Marcel Amont (Polydor). Publishing Firm Edts Legrand
3. Pepito (Trescott & Taylor) Record Los Machucambos (Decca). Publishing Firm Fr. Day
4. A New Orleans (Royster) (Jil & Jan) Record J. Hallyday (Vogue) Publishing Firm Edts Alpha
5. Il Faut Savoir (Ch; Aznavour) Record Ch. Aznavour (Barclay) Publishing Firm French Music

## Japan's Best Sellers

### INTERNATIONAL TUNES

1. Broken Promises/Henry De Paris, Colpix; Terumi Nagashima, King; Yozo Higashiyama, Victor; Hiroshi Mizuhara, Toshiba; Akira Kobayashi, Columbia; Yujiro Ishihara, Teichiku; Ei ji Kitamura & his Quintet, King.
2. Surrender (Sorrento)/Elvis Presley, Victor; June Valli, Mercury; Pee Wee Hunt & his Orch., Capitol.
3. Wheels/Billy Vaughn, Dot.
4. Exodus/Mantovani, London; Pat Boone, Dot; Ferrante & Teicher, UA.
5. Little Devil/Neil Sedaka.
6. Sucu Sucu/Ping Ping, Kapp; The Peanuts, King; Danny Iida & Paradise King, Toshiba.
7. Dance On Little Girl/Paul Anka, ABC-Paramount.
8. Runaway/Del Shannon, London.
9. Pocket Transistor/Alma Cogan, Angel; Kayoko Moriyami, Toshiba.
10. Apache/Jorgen Ingmann, Top Rank; Sonny James, Victor.

### LOCAL TUNES

1. Kitagami Yakyoku (Kitagami-Gawa Jojob)/Hiroshi Wada & Mahina Stars, Victor; Dark Ducks, King; Tsuzuko Sugawara, Teichiku; Joji Takagi, Polydor; Tri o Los Paragayos, Fontana. . . JASRAC: JASRAC.
2. Kutsukake Tokijiro/Yukio Hashi, Victor. Zen-on: JASRAC.
3. Pai-no Pai-no Pai/Kayoko Moriyami, Toshiba
4. Hana-no Byakko-Tai/Yukio Hashi, Victor. Zen-on: JASRAC.
5. Wakare-no Iso-Chidori/Esai Nakada, Toshiba; Hiroshi Inoue, Columbia.
6. Horetatte Dameyo/Hiroshi Wada & Mahina Stars, Victor. Zen-on: JASRAC.
7. Yoru-no Tai yo/Yuzo Kayama, Toshiba.
8. Q-chan no Zuntatta/Q Sakamoto, Toshiba. JASRAC: JASRAC.
9. Ruten/Keiichi Akagi, Grammophon.
10. Uramachi Jinsei/Hiroshi Mizuhara, Toshiba. Zen-on: JASRAC.





## GERMANY

The Berlin Phono-Radio-TV Fair is underway, and in addition to the fine displays, TV shows featuring international stars and the big meeting of RCA, one of the highlights of the festival is the appearance of Warner Brothers star **Connie Stevens** who is not only appearing, but is also cutting her first single in German and is doing an LP for both markets under the direction and guiding hand of top composer-orchestra leader-A&R man **Werner Muller**. Werner, who has been instrumental in the success of such world stars as **Caterina Valente**, has signed a new contract with WB and will be doing instrumental albums as well as producing some of the top stars for that label here.

American **Gus Backus** has established himself as the best selling teenage idol through his German recordings here, but the newest story has a new twist. About a year ago, Gus recorded the top hit, "Wooden Heart," in English and German to compete with the **Elvis Presley** version which was due on the market. Since Gus was on the market 3 weeks before Elvis, the Backus version moved about 100,000 copies before Elvis was available, and when the Presley record came out, the Backus recording turned over and the flip side sold over 1/4 of a million records on this market alone. Since Gus is an American and the record had a great success here, Polydor offered the Backus record to America for release on the strength of the "Wooden Heart" side. However, 5 American companies turned down "Wooden Heart" saying that the song was not right for the American market. Finally, a publisher with the small label **Fono-Graf** decided to take a chance on the record, Smash covered with **Joe Dowell** and the rest is history. The song is a smash hit. Gus is now readying more English recordings for the American market and could become a top star in the U.S. as he is here. One of Gus' earlier recordings released on Mercury and now owned by Carlton has been finally released here after 3 years and, as it is Gus first all English recording for the market, the music boxes are filled with the waxing. The funny thing about this record is that it is released by Teldec and Gus records for the highly competitive Polydor label here. It's a happy mixup, but everybody's selling records and that's what counts.

United Artists musical director **Don Costa** is now busy in Hamburg waxing new releases. These are the first sides made in Germany by Costa. Philips Records is hard at work plugging "Dance On Little Girl" by **Paul Anka** which is the first ABC Paramount release on Philips. The label was formerly represented here by Electrola.

**Felix Stahl**, from Stockholm, dropped by the Cash Box office to report on the activities of his new Atrium Music Publishing firm in Germany. Felix just returned from a business trip to Italy and Switzerland. His first pop copyright is the **Billy Vaughn** waxing of "Blue Tomorrow" which is already high on the charts here. A German language version of the song by **Bruce Low** is due on the market any day now. Felix also reports that the new **Roger Williams** recording of "Rivera Concerto" is also a German composition written by **Willy Mattes** under the pen name **Charles Wildman**. Mattes lives in Munich and the original publishing rights for the tune belong to Stahl.

## Germany's Best Sellers

1. **Schoner Fremder Mann** (Someone Else's Boy)—**Connie Francis**—MGM—Inselton
2. **Hello Mary Lou**—**Ricky Nelson**/**Rene Kollo**/**Jan & Kjeld**/**The Ricky Boys**/**Silvio Francesco**—London/Polydor/Ariola/Philips/Decca—**Peter Meisel**
3. **\*Zuckerpuppe** (Sugar Doll)—**Bill Ramsey**—Polydor—**Gerig**
4. **La Paloma**—**Freddy**—Polydor
5. **\*Der Sheriff Von Arkansas** (The Sheriff From Arkansas)—**Caterina Valente**—Decca—**Budde**
6. **\*I Bin A Stiller Zecher**—(I Am A Silent Drinker)—**Gus Backus**—Polydor—**Westton**
7. **\*Am Sonntag Will Mein Süsser Mit Mir Segel'n Geh'n** (On Sunday I'll Take My Sweetie Sailing)—**Old Merry Tale Jazz Band**—Brunswick—**Dreiklang**/**Drei Masken**
8. **Wheels**—**Billy Vaughn**—London—**Francis Day & Hunter**
9. **Corinna, Corinna**—**Peter Beil**/**Ray Peterson**—Fontana/Helidor—**Budde**
10. **Babysitter Boogie**—**Ralf Bendix**/**Buzz Clifford**—Electrola/Philips—**Chappell**  
\*Original German Composition



## CANADA

**Dick McFarland**, of CKSL in London, Ontario, pointed out in a letter to Cash Box, that too many record companies in Canada are over emphasizing their promotion on Canadian recordings regarding air play. Dick maintains that if a record is air worthy it'll get played whether or not it's Canadian talent. It would be interesting to the Canadian record industry if we could receive more comments on this subject. Write to the Canadian Cash Box rep. Dick also mentioned that he had U.S. Bonds and the Count Victors in for a show last week and has **Jack Scott** lined up for a show this week.

After playing the National Theatre for a week, **Bill Haley** and his **Comets** are touring the night club circuit. Their newest recording entitled, "Spanish Twist," appears under the **Record-O-Rama** label.

**Montreal Jazz Festival Week** opened to a sold out audience on August 26 at The **Comedie Canadienne**. The show featured the **Oscar Peterson Trio**, the **Modern Jazz Quartet**, **Ted Elstrom Octet**, and the **Rene Thomas Trio**.

At this time of the year **Montreal** is flooded by shows and tours. Keeping in line with this, **Don Messer's Jubilee Show** will be at the **Forum** on Aug. 31. Messer is still one of the hottest artists on coast to coast **CBC-TV** and a top recording artist for the **Apex** label.

The date for **The Biggest Show of Stars** featuring, the **Platters**, **Brook Benton**, **Del Shannon**, **Dee Clark**, the **Drifters**, is set for September 17, at the **Montreal Forum**.

**Art Young** of **Zirkon Records** reports "You Don't Know What You've Got" by **Ral Donner** as his big record. He personally feels that this record will be his biggest hit since the firm opened a year ago. Art also reports good reaction to "As If I Didn't Know" by **Adam Wade** and "I Can't Take It" by **Mary Ann Fisher**.

**Bill Fisher** of **Phonodisc** infos his hottest sides include, "The Astronaut" by **Jose Jimenez** on **Kapp**, "Summer Souvenirs" by **Karl Hammel Jr.**, "My True Story" by the **Jive Five**, and "Look In My Eyes" by the **Chantels** on **Carleton**.



## MEXICO

In the new elections to find a leader of the S.U.T.M. (Syndicate of the Musicians' Workers), **Venus Rey** won the elections with 70% of the votes. Rey is a trombonist and conductor and a hard fighter for musicians' rights.

"Sensational" is the description of the performing of the American vocal group the **Hi-Lo's** at **Terraza Cassino**. People are very pleased with them, and also with Cuban singer **Olga Guillot** who is part of the show. And at **La Fuente's** night club, **Mike Connors** is having a big success too.

**Columbia Records** has introduced a new singer, **Leda Moreno**, who sings and yodels in the Swiss and German style. Leda cut "La Montañesa" (The Mountain's Girl) and "Contenta Estoy" (Happy I Am) with **Chuck Anderson's** accompaniment.

**Eugene Fondeur**, Mexican-born conductor who has lived many years in New York, came to Mexico to record an album sponsored by himself. This album is comprised of colorful tropical rhythms and **Peerless Records** liked it so much that they bought the rights of his arrangements to exploit it in its own catalog.

Popular Venezuelan disk jockey **Clemente Vargas Jr.** visited Mexico to study new ideas in Mexican radio and television. **Bernardo Gonzalez** of **Columbia** welcomed him and is showing him around. Vargas works at **Radio Caracas** and **Ondas Populares**.

**Musart Records** presented its second TV show. Artists were **Alberto Vázquez**, **Hermanas Padilla**, the **Twisters**, **La Florecita** and **Pancho Córdova**. **Hector Gonzalez de la Barrera** directs the program.

Everything is ready to begin construction of **La Ciudad de los Espectáculos** (Spectacular City) at a cost of 25 million dollars.

Statistics revealed that in one month, six million people attended the 114 movie theaters in **Mexico City** (which has almost five million people). The highest price for a ticket is 32 cents and the lowest 16 cents. With these prices, TV is still not in competition with the movies.

Popular Mexican conductor **Juan Garcia Esquivel** recorded in New York for **RCA** such well known Mexican songs as "La Bamba" and "Jesuita en Chihuahua". Esquivel is doing the background music for the **Markham TV** show.

After a long while, the popular vocal group, the **Ruffinos**, are back in the night clubs and very soon will record new songs for **Orfeon Records**. The **Ruffinos** will soon tour **Central** and **South America**.

**Peerless Records** made its first folk album with percussion. The album, "Mariachi Persussivo," is performed by a mariachi.

The **Armels Sisters** returned from **Caracas, Venezuela**, where they had a successful engagement. Conductor **Rafael Carreón** went with them and while there he composed a song entitled "Isidoro" which was used by the **Armels**.

**Luis G. Roldan** signed a new **Columbia** contract and will immediately start to record under the direction of **A&R J. de Jesús Hinojosa**.

**Paraguayan** vocalist **Kika da Silva** signed contract with **Peerless Records**; **Lidia More** signed with **Columbia Records**. Kika sings boleros and Lidia tropical rhythms.

After several months the popular TV show "Asi es mi tierra" returned to the air. Featured are the best artists of Mexican folk music. The rating of this program is very high.

And speaking about folk music, **Vik Records** made its first recordings of its new singer, **Rosenda Reyes**, who cut "Ay, ay, ay, qué he de hacer" and "Rancho Alegre."

## Mexico's Best Sellers

1. **—Agujetas Color De Rosa** (Pink Shoe Laces)—**Los Hooligans** (**Columbia**) (**PHAM**).
2. **Escandalo**—**Marco Antonio Muñoz** (**RCA**). **Juan Mendoza** (**Peerless**). **Javier Solis** (**Columbia**). **Olga Guillot** (**Musart**). **Pablo Beltrán Ruiz** (**RCA**) (**PHAM**).
3. **El Niño Popis**—**Los Crazy Boys** (**Dimsa**). (?)
4. **Presumida**—**Los Teen Tops** (**Columbia**). (**PHAM**).
5. **Ruedas** (Wheels)—**Billy Vaughn** (**Dot**). **Fabricio** (**RCA**). **Julissa** (**Columbia**). (**BRAMBILA**).
6. **Haciendo El Amor** (Makin' Love)—**Los Locos del Ritmo** (**Dimsa**). (?)
7. **Su Majestad El Chotis**—**Carlos Campos** (**Musart**). (**BRAMBILA**).
8. **Enorme Distancia**—**Lola Beltrán** (**Peerless**). **Jose Alfredo Jiménez** (**Columbia**). (**EMI**).
9. **Se Fue**—**Hermanos Carreón** (**Dimsa**). (?)
10. **Suspenseo Infernal**—**Los Dandys** (**RCA**). (**EMI**).



## JAPAN

**King Records** has begun its "Grand Customers Sale" for the next five months in celebration of the firm's 30th anniversary. Customers who purchase any King products receive lottery tickets. The lottery will be held monthly, 5 times in all by the deadline on January 20th, 1962. Ten automobiles are allotted as grand prizes; 30 sets of **Mitsubishi Stereo DSS-504** phonographs are allotted for **Golden Awards** and the other 25,000 people, will receive a single record respectively as **Silver Awards**. This is a customer's service only and is not for dealers.

King's other service for customers includes price-cutting sales on its **SLB-Series LP's**. All **SLB-Series LP's**, normally sold at 2,300 yen, are now being purchased at 2,000 yen at all record stores in this country. The sale will continue through the end of the year. This series, from which 56 different classical works are available now, are all 12" Stereo LP's.

**Japan Phonograph Record Association (JPRA)** announced the best selling single chart of its affiliated member diskeries during the first half of 1961. This is based on the material submitted to the association by each firm.

**Grammophone's** discarded 661 different records will be available for about 1/3 of the regular price during the month of October. This special bargain sale is aimed to clear all its discarded products from the firm's warehouse. The firm is now receiving applications for this special offer from dealers. Based on the figures submitted to dealers, the firm will distribute these copies to any customer who wants them, through the dealers over the nation at the price of 400 yen for a 10" LP, 800 yen for a 12" LP, 200 yen for 45 RPM's, or EP's, 100 yen for an SP. Wholesale prices are half of the above mentioned. These 661 discs include 102 SP tunes, 124 45 RPM's, 222 EP's, 72 10" LP's, and 141 12" LP's.





# COUNTRY DISK JOCKEY REGIONAL RECORD REPORTS

## SMOKEY SMITH

KNIA

Knoxville, Iowa

1. Hillbilly Heaven (T. Ritter)
2. I Fall Ta Pieces (P. Cline)
3. Big Mamau (J. Newman)
4. Old Lanesome Feeling (W. Smith)
5. Right Or Wrong (W. Jackson)
6. Tender Years (G. Jones)
7. Hella Walls (F. Young)
8. What Would You Do (J. Reeves)
9. Every Day Of My Life (G. Margan)
10. Funny Haw Time Slips Away (B. Walker)

## BOB NORRIS

KASH

Eugene, Ore.

1. Sea Of Heartbreak (D. Gibson)
2. Tender Years (G. Jones)
3. My Ears Should Burn (C. Gray)
4. Beggar Ta A King (H. Snow)
5. Pa' Fals (B. Anderson)
6. I Fall Ta Pieces (P. Cline)
7. Stand At Yaur Window (J. Reeves)
8. Sweet Lips (W. Pierce)
9. Funny Haw Time Slips Away (B. Walker)
10. Hungry Far Lave (S. Jackson)

## SMOKEY STOVER

KMOP

Tucson, Ariz.

1. My Ears Should Burn (C. Gray)
2. Sea Of Heartbreak (D. Gibson)
3. Hella Faal (R. Emery)
4. Tender Years (G. Jones)
5. Hungry Far Lave (S. Jackson)
6. Walk On By (L. VanDyke)
7. It's Yaur World (M. Robbins)
8. Pa' Fals (B. Anderson)
9. Diggy Liggy La (Rusty & Daug)
10. When Two Worlds Collide (R. Miller)

## JERRY VAUGHN

KAMO

Rogers, Ark.

1. Cozy Inn (L. McAuliff)
2. When Two Worlds Collide (R. Miller)
3. Pa' Fals (B. Anderson)
4. Three Steps Ta The Phone (G. Hamilton IV)
5. You Told Me So (M. Robbins)
6. Na Room Left Far Me (E. Ashworth)
7. Second Chance (E. Band)
8. Walk On By (L. VanDyke)
9. I Fall Ta Pieces (P. Cline)
10. A Little Bit's Better (F. Miller)

## STEVE MALONE

WYTH

Madison, Ga.

1. Pa' Fals (B. Anderson)
2. Sea Of Heartbreak (D. Gibson)
3. Call Of The Wild (W. Smith)
4. Funny Haw Time Slips Away (B. Walker)
5. Na Legal Right (Wilburn Bras.)
6. Everything She Touches (P. Wagoner)
7. You're The Reason (B. Edwards)
8. Tender Years (G. Jones)
9. Every Day Of My Life (G. Margan)
10. Lately Lately World (G. Hill)

## JACK MORRIS

KFOX

Long Beach, Calif.

1. I Fall Ta Pieces (P. Cline)
2. Heartbreak U.S.A. (K. Wells)
3. Sea Of Heartbreak (D. Gibson)
4. Ain't You Ever (Johnny & Janie Masby)
5. Sweet Lips (W. Pierce)
6. Paar Bay (S. Manrae)
7. Mental Cruelty (B. Owens & R. Maddox)
8. Tender Years (G. Jones)
9. Hillbilly Heaven (T. Ritter)
10. Influence Of Lave (B. Owens)

## CHUCK BROWN

WJWS

South Hill, Va.

1. It's Yaur World (M. Robbins)
2. Diggy Liggy La (Rusty & Daug)
3. Under The Influence Of Lave (B. Owens)
4. Hella Faal (R. Emery)
5. Take A Look (F. Husky)
6. Walk Slaw (R. Sanders)
7. Cozy Inn (L. McAuliff)
8. Big Mamau (J. Newman)
9. Right Or Wrong (W. Jackson)
10. I've Got Same (R. Drusky)

## TEX JUSTUS

WBNL

Boonville, Ind.

1. Tender Years (G. Jones)
2. What Would You Do (J. Reeves)
3. I Fall Ta Pieces (P. Cline)
4. Sea Of Heartbreak (D. Gibson)
5. My Ears Should Burn (C. Gray)
6. When Two Worlds Collide (R. Miller)
7. Heartbreak U.S.A. (K. Wells)
8. Sweet Lips (W. Pierce)
9. Three Steps Ta The Phone (G. Hamilton IV)
10. Hillbilly Heaven (T. Ritter)

## FORD DICKSON & RED SMITH

KLEA

Lovington, N. M.

1. I Fall Ta Pieces (P. Cline)
2. Tender Years (G. Jones)
3. My Ears Should Burn (C. Gray)
4. Big Mamau (J. Newman)
5. Talking Ta The Wall (J. Dickens)
6. Sea Of Heartbreak (D. Gibson)
7. Willow Tree (F. Husky)
8. Blue Blue Day (Wilburn Bras)
9. Diggy Liggy La (Rusty & Daug)
10. Old Slew Faal (J. Harton)



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## CASH BOX BULLSEYE



"DID I EVER TELL YOU" (2:03)

[South Coast BMI—Singleton, Kennedy]

"NOT EVEN FRIENDS" (2:18) [Glad BMI—John]

GEORGE JONES & MARGIE SINGLETON (Mercury 71856)

Mercury gets into the duet act with an exciting first-team effort by George Jones and Margie Singleton tagged "Did I Ever Tell You." Side's a fast beat blues-styled stanza somewhat like the label's Brook Benton-Dinah Washington hit sessions. Lot's of good fun in the deck; has dual market appeal. Flipside, "Not Even Friends," is a conventional ballad weeper.

"WHAT WILL YOU TELL THEM?" (2:10)

[Tenn-Tex BMI—Tubb]

ERNEST TUBB (Decca 31300)

"THROUGH THAT DOOR" (2:35)

[Pamper BMI—Cochran]

Big Ernest Tubb's back with two hot new sides that will add two more notches to his hit belt. Coupled are "What Will You Tell Them?," a slow-paced blue love affair penned by son Justin, and "Through That Door," a weeper in the upbeat. Ernie's deep rich voice is the powerhouse attraction.

"SIGNED SEALED AND DELIVERED" (2:40)

[Lois BMI—Copas, Mann]

"NEW FILIPINO BABY" (2:45) [Starday BMI—Copas, York]

COWBOY COPAS (Starday 559)

The label kicks off its Juke Box Hall of Fame Series with a Cowboy Copas remake of his big years-back hit, "Signed, Sealed And Delivered." It's a powerhouse in this new version and could do the chart trip again. Flipside is "New Filipino Baby," an infectious ditty in the traditional Copas style. Also has chart strength.

"ANYWHERE THERE'S PEOPLE" (2:12) [MRC, Western Hills BMI—Williams, Willet]

LAWTON WILLIAMS (Mercury 71867)

"PLOUGHED GROUND" (1:56)

[MRC, Western Hills BMI—Williams]

As a followup to his hit "John and Mary Doe," the man from the "Big D Jamboree" comes up with two top-notch sides as potential chart entries. "Anywhere There's People" has a slight edge. It's a rousing handclapper styled in the gospel tradition. "Ploughed Ground" is a lament that also has an inspirational outlook. Both have the power to deliver.

"HEART ATTACK" (2:32) [Vidor BMI—Hart]

"WHAT A LAUGH!" (2:44) [Pamper BMI—Hart, Howard]

FREDDIE HART (Columbia 42146)

The appropriately titled "Heart Attack" could be Freddie Hart's newest ticket to chartsville. It's got the familiar lost love angle but it also has Hart's driving enthusiasm and a title that should arouse curiosity. A contagious deck that could cash in big. A touching ballad tale is told persuasively in the "What A Laugh!" companion piece.

"YOUR HEART" (2:44) [Starrite BMI—Jones, Henderson]

"TOO MUCH OF YOU" (2:19) [Glad BMI—O'Gwynn, Mathis]

JAMES O'GWYNN (Mercury 71864)

O'Gwynn could be back on the charts via the "Your Heart" side of his latest Mercury offering. Tune's a traditional styled tear-jerker and the singer gives it a gripping tear-stained essay. "Too Much Of You" is in the same vein.

CHICK & HIS HOT RODS  
(King 5537)

(B+) "JIMMY CAUGHT THE DICKENS (PUSHING ERNEST IN THE TUB)" (2:41) [Lois BMI—Reno, Haney, Easter] Now here's a title to contend with! Comedy song stylist Chick comically etches this delightful ditty and could earn a big following through his efforts. Vets Don Reno and Red Smiley supply the appealing instrumental backdrop.

(B+) "JUST DOING ROCK AND ROLL" (2:20) [Lois BMI—Addis, Reno, Smiley] More comedy doings from the engaging Chick. This time he historically follows the rise of rock and roll. Both ends should create disk jockey excitement.

MOON MULLICAN (Starday 556)

(B+) "THE WAY YOU'RE TREATIN' ME" (1:57)

[Starday BMI—Mullican] The veteran singer-pianist lays it on strong here in a rollicking, honky-tonk stanza in which he engagingly accompanies himself on a traditional country tear-jerker.

(B+) "JUST PLAIN LONESOME" (2:43) [Cedarwood BMI—Mullican]

Here the stylist effectively displays a sad-eyed approach to a warmhearted romantic slice. Both make for solid listening and either end could step out.

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# COUNTRY TOP 50

		Pos. Last Week			Pos. Last Week
1	SEA OF HEARTBREAK Don Gibson (RCA Victor 7890)	1	26	BIG MAMOU Jimmy Newman (Decca 31281)	30
2	TENDER YEARS George Jones (Mercury 71804)	3	27	CALL OF THE WILD Warren Smith (Liberty 55336)	21
3	I FALL TO PIECES Patsy Cline (Decca 31193)	2	28	COZY INN Leon McAuliff (Cimarron 4050)	32
4	MY EARS SHOULD BURN Claude Gray (Mercury 71826)	5	29	YOU'RE NOT THE KIND Bill Mack (MGM 13015)	34
5	UNDER THE INFLUENCE OF LOVE Buck Owens (Mercury 4602)	6	30	LET ME KNOW Jan Howard (Challenge 59112)	22
6	HILLBILLY HEAVEN Tex Ritter (Capitol 4567)	4	31	HANGOVER TAVERN Hank Thompson (Capitol 4605)	35
7	HELLO FOOL Ralph Emery (Liberty 55352)	9	32	YOU'RE THE REASON Bobby Edwards (Crest 1075) Joe South (Fairlane 21006) Honk Locklin (RCA Victor 7921)	39
8	SWEET LIPS Webb Pierce (Decca 31249)	7	33	WALK ON BY Leroy Van Dyke (Mercury 71834)	47
9	HEARTBREAK U.S.A. Kitty Wells (Decca 31246)	8	34	NO LEGAL RIGHT Wilburn Bros. (Decca 31276)	36
10	PO' FOLKS Bill Anderson (Decca 31262)	14	35	HAVE A DRINK ON ME Buddy Thomas (Todd 1063) Bill Carlisle (Columbia 42049) Billy Grammer (Decca 31274)	37
11	WHEN TWO WORLDS COLLIDE Roger Miller (RCA Victor 7878)	12	36	HELLO WALLS Faron Young (Capitol 4533)	28
12	WHAT WOULD YOU DO Jim Reeves (RCA Victor 7905)	10	37	WILLOW TREE Ferlin Husky (Capitol 4598)	38
13	HUNGRY FOR LOVE Stonewall Jackson (Columbia 42028)	16	38	AIN'T YOU EVER Johnny & Jonie Mosby (Toppa 1039)	31
14	BIG RIVER, BIG MAN Claude King (Columbia 42043)	18	39	SAN ANTONIO ROSE Floyd Cramer (RCA Victor 7893)	33
15	DIGGY LIGGY LO Rusty & Doug (Hickory 1151)	24	40	TAKE A LOOK Ferlin Husky (Capitol 4598)	41
16	KISSES NEVER LIE Carl Smith (Columbia 42042)	13	41	FINALLY Jimmy Newman (Decca 31281)	43
17	STAND AT YOUR WINDOW Jim Reeves (RCA Victor 7905)	15	42	LONELY STREET Rose Maddox (Capitol 4598)	—
18	BEGGAR TO A KING Hank Snow (RCA Victor 7869)	17	43	EVERY DAY OF MY LIFE George Morgan (Columbia 42060)	—
19	FUNNY HOW TIME SLIPS AWAY Billy Walker (Columbia 42050)	23	44	OLD LONESOME FEELING Warren Smith (Liberty 55336)	29
20	IT'S YOUR WORLD Marty Robbins (Columbia 42065)	27	45	STOP THE WORLD Carl Belew (Decca 31273)	46
21	OLE SLEW-FOOT Johnny Horton (Columbia 42063)	26	46	EVERYTHING SHE TOUCHES GETS THE BLUES Porter Wagoner (RCA Victor 7901)	—
22	THREE STEPS TO THE PHONE George Hamilton IV (RCA Victor 7881)	11	47	ONCE IN A LIFETIME Slim Whitman (Imperial 5766)	—
23	SUNNY TENNESSEE Cowboy Copas (Starday 552)	20	48	YOU'RE PART OF ME Ray Pressley (Nashville 5001)	49
24	RIGHT OR WRONG Wanda Jackson (Capitol 4553)	25	49	CONSCIENCE I'M GUILTY Rose Maddox (Capitol 4598)	—
25	BLACK LAND FARMER Frankie Miller (Starday 424)	19	50	WHY I'M WALKIN' Shirley Collie & Warren Smith (Liberty 55361)	—



# COUNTRY ROUND UP

Once again Horace Logan is looking for good country talent. This time for Ed McLemore's "Big D Jamboree"—which seems to be growing steadily each time out. Logan, as you'll remember, produced the "Louisiana Hayride" from its inception in 1947 through the middle of 1957. In addition to his booking chores, Horace has the job of news director for KCUL, the big 50,000 watt in Ft. Worth, replacing the ailing Parker Wilson. And Horace will share emcee chores for the "Jamboree" with KCUL jockey-artist-writer Lawton Williams. Lawton, incidentally, has a new Mercury single out this week that couples

off June 26 with Slim Whitman, George Jones, and Charlie Walker playing to a near-capacity crowd in the new Austin Municipal Auditorium; July 31st saw the second show at which Faron Young, Claude Gray, Warren Smith, Frankie Miller, Bill Mack, Claude King, Billie Jean Horton and other local acts played to the biggest crowd ever assembled at the Auditorium. The third show has been set for September 3rd and this time Ferlin Husky, Patsy Cline, Hank Locklin, Leon Payne are skedded to draw an expected capacity crowd. Seem's they're doing a heck of a job down there.



LAWTON WILLIAMS



BOBBY HELMS



LEON McAULIFF

"Anywhere There's People" with "Ploughed Ground." Other new ones from Mercury this week includes James O'Gwynn's "Your Heart"/"Too Much of You" and a duet by George Jones and Margie Singleton: "Not Even Friends"/"Did I Ever Tell You."

The excitement out at the Wilburn Brothers' Sure-Fire Music is the fine initial reports to Bobby Helms' latest Decca release, "My Greatest Weakness." The tune was penned by Betty Sue Perry, an exclusive Sure-Fire writer, who wrote Bobby's last hit, "Lonely River Rhine" as well as "The Man I Used To Know" (recorded by Kitty Wells), and "The Flame's Still Burning" (cut by the Wilburns), among others. Betty Sue just returned to Nashville from New Orleans where she was graduated from a commercial art school.

After a much-needed vacation, Jim Reeves and the Blue Boys have hit the road again on a string of personals that'll keep them busy for the next two months. They start out in N.J. and Pa., then head west for Texas, Okla. and Montana then into the Canadian provinces of Sask., Alta., and B.C. A new Victor album by Jim is due on the stalls the middle of this month. Meanwhile, he's raking in the loot on "What Would You Do" and "Stand At Your Window," his current two-sided smash.

Claude Gray into Nashville to cut his first album sides for Mercury. Shelby Singleton, Mercury A&R director tells us that the album's a "real gas" and should be released later this fall. Claude's still up there with "My Ears Should Burn."

There's a new full-time country music station to add to the list. It's KWIN, which began beaming 18 hours of the stuff each day Aug. 7th over a 250 watt signal covering the Medford-Ashland, Oregon area. Studios are located at 1160 Helman Street, Ashland, Ore.; general manager is Robert H. Bartlett, who notes that response has been terrific but a disk shortage could be catastrophic. They need anything and everything to build the library fast.

KOKE-Austin, a recent convert to country music, continues to swing with a series of monthly stage shows under the banner "The KOKE Capitol City Jamboree." Under the auspices of general manager Lee Ready, who was largely responsible for the switch to country music, the first show kicked

Marvin McCullough took a two-week vacation from the turntables at KRMG-Tulsa, Okla., to hit the promo trail for his Boyd recording of "Just For A Little While"/"Maby My Baby." And Canon Records of St. Louis has taken over production and distribution of the recent Razorback release, "Please Devil"/"Just Call My Name" by Bobby Griggs. Carl Blaken-ship, head of Razorback, just back from California where he cut some new Bobby Griggs sides which he plans to release this month. While on the west coast Blaken-ship also picked up some new material which he plans to use for a new Jimmy Hall session. Hall is also a member of the Marvin McCullough band.

Leon McAuliff figures his current country chart-rider "Cozy Inn" should be making a pop stand soon. And if it does, Leon won't be the first to benefit by a Harlan Howard tune. "I Fall To Pieces" by Patsy Cline was the most recent example of the two-market hit proportions a Harlan Howard tune can assume. There are many others. As a result of the "Cozy Inn" hit, Leon is producing an LP that will be released by ABC-Paramount during its fall program. Promo copies of the LP, as soon as it's ready, can be had by contacting Leon at his House of Music, 206 W. Walnut, Rogers, Ark.

Cowboy Howard Vokes is still talking about the more than 13,000 people that jammed Blue Ridge Park, Elkton, Va., Aug. 19, for the town's annual Field Day. Says he was thrilled to play before so many people. Headlining the bill were Kitty Wells, Johnny & Jack, Bill Phillips. Incidentally, Vokes says he's dropped the "Cowboy" handle and will henceforth use only his given name. And for those that want his new Del-Ray EP, they can be had from the label in Harrington, Del.

Nugget Records topper Frank Evans has high hopes for newcomer Bee Clark who offers "Sleepless Nights" as his initial Nugget release. . . . Songster Johnny Patton (out of Eugene, Ore.) playing personals in Alaska, visited with KBYR jockey Jimmy Simpson in Anchorage. . . . Rex Zario, a regular on Jack Howard's "Covered Wagon Caravan"—WCAM-Camden—is beaming these days as a result of the fine reaction he's received on "Juke Box Cannonball" on the Arcade label. Also excited about doing the big WCMS "Jamboree" Sept. 10, in Norfolk, Va.





*NAMA Convention Presents*  
*A Fine Opportunity*

**It's Time For  
The Manufacturers  
To Take A Stand**

Procrastination can sometimes lead to great expense for while we wait for certain events to take place we often miss the boat entirely. This is commonplace in business where many firms await the bottom of a bad business dip instead of doing everything possible to increase sales on their own thereby contributing to an earlier business curve upward.

The random reports issued at varying intervals by MOA officials since the close of last year's annual convention disaster have indicated nothing that might be construed as constructive planning for a more efficient MOA convention in 1962. Certainly the coin machine business has not experienced any surge of new business that would lend momentum to a program for 1962—even if there were one. And so we must make the best of what we have in order to build at least a temporary showcase for the display of new equipment that represents an investment of millions by our factories.

The first opportunity that presents itself takes place in October at McCormick Place in Chicago. On October 28 the National Automatic Merchandising Association will begin its annual convention. The vending show will attract at least 5000 representatives of the trade in the person of operators, suppliers, distributors and manufacturers. This figure does not include an additional 500 to 1000 representatives from around the world who will join with NAMA in its International Symposium, a foreign adjunct of this year's convention.

At no other time can our industry band together as many potential customers as will be in Chicago during NAMA. There is no doubt that practically every music and games operator of any account will make it his business to be present. For these are the ranks of new vending customers who are passing into the vending picture at a daily rate. "I just bought my first vending machine!" is a remark heard more often than ever along the coinrows of the country. And it is a fact that more music and games operators than were ever expected, today earn a sizable portion of their income from the merchandise machines. The number of vending operators with an interest in music and games represent a solid customer list for any manufacturer of phonographs and amusement machines. To overlook this opportunity of displaying equipment from an adjacent hotel at NAMA time, with appropriate advertising and promotion, would indeed be to miss the boat.

It is the responsibility of every phonograph and amusement machine manufacturer both to the entire industry and to his firm to do all in his power to arrange for an annual trade show. Since the almost complete demise of MOA as a meaningful trade organization, and no evidence of any new leader on the horizon, *Cash Box* firmly believes that a simple, informal arrangement agreed to by all participating manufacturers, for a group display in Chicago, October 28 thru November 1, could very well be the turning point in what appears to be a hopeless state of affairs for an industry trade convention. The manufacturers can remedy the situation with a self-styled exhibit for the vast sales potential that will be in Chicago at NAMA time.

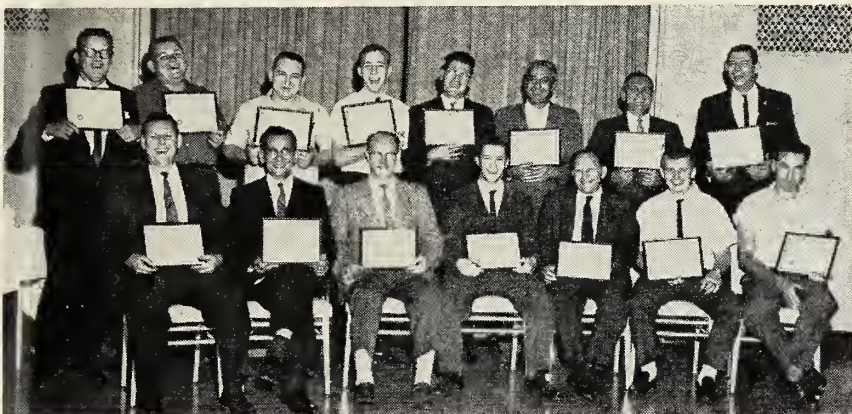


# AMI Hosts Graduation Party As 15 Ops Receive Service Diplomas

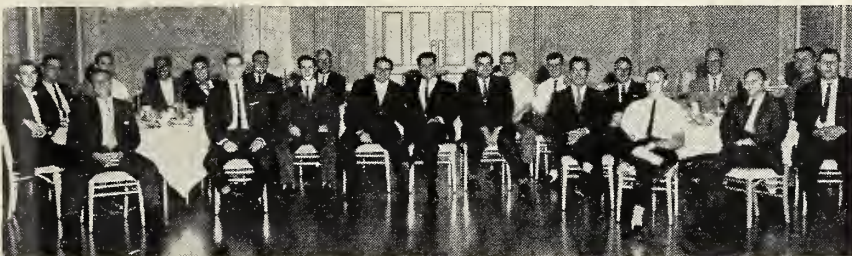
Factory School Is A Monthly Program



AMI EXECS LED OPS THROUGH WEEK-LONG COURSE: Above, front row left to right, Gerard "Vady" Vadeboncoeur, Keith Norwalk, Tom Sams and Phil Glover. Back row, Bosko Trbovich, Jerry Routzahn and Cliff Bitting.



GRADUATING CLASS OF AUGUST 1961—15 PROUD MUSIC OPERATORS!



LENS EYE VIEW OF OPS AND AMI EXECS: Banquet was held following week-long classes. Lee Brooks, Cash Box, and Cliff Bitting, flank Tom Sams, AC Automatic vice-president.

CHICAGO—Tom Sams, vice president of AC Automatic Services, Incorporated's AMI Division, hosted a gala banquet, cocktail party and graduation service at the Morton House Hotel in downtown Grand Rapids, Michigan Friday, August 25, to award certificates for successful completion of the AMI Service School Course to 15 coin machine operators, for the period from August 21-25 in the firm's "Little Red Schoolhouse." (See separate story.)

Among the AMI executives present during the banquet with Sams were Keith Norwalk, director of manufacturing and engineering; Phil Glover, director of sales; Jerry Routzahn, supervisor of the instruction manual department; Clifford L. Bitting, supervisor of field service engineering; Gerard Vadeboncoeur, field service engineer; and Bosko Trbovich, recently appointed field representative for the state of Pennsylvania.

Included among the coin machine operators who successfully completed the service school course were: Edwin J. Williams and Jerry L. McCulloch of Nashville, Tenn.; Louis W. White, White Music Co., Nashville; Edwin C. Spencer, Spencer Music Co., Burns, Tenn.; Lonnie B. Gallagher,

Jr., Gallagher Amusement Co., Waynesboro, Tenn.; M. E. Bowers, Jr., Bowers Amusement Co., Nashville, Tenn.; Wilburn West, J. & W. Amusement Co., McMinnville, Tenn.; A. V. Aita, Bowers Amusement Co., Nashville. The distributor affiliation is Hermitage Music Co. in Nashville.

Also George Arnold of Cattaraugus, New York. Distrib affiliation is Sheldon Sales, Inc.; Robert J. Silver, Silver Automatic Music Co., South Bend, Indiana (Atlas Music Co. in Chicago); Fred Van Holt, Suburban Music Co., Brookfield, Ill. (Atlas Music Co., Chicago); Jerry Herman, Chicago, (Atlas Music); Samuel Vought, Los Angeles, Calif. (R. F. Jones Co., Los Angeles); Bosko Trbovich, field engineer, AC Automatic Services, Inc.; and Thomas Ernster, Aledo, Ill. (Atlas Music Co., Chicago).

Sams officially greeted the visting operators when he addressed them after a cocktail party, held prior to the banquet. He expressed the admiration of the entire AMI staff of executives for the operators' successful completion of the course.

"One thing I must say at this time," Sams stated, "is that during the more than 6 years we have been conducting these monthly sessions the

(continued on page 43)

# Willams Names Bush Intl. For Games Line In Florida Area

CHICAGO—Jack Baigelman, general sales manager for Williams Electronic Manufacturing Corporation, this city, announced the appointment this past week of Bush International Distributors, with offices and showrooms in Miami (main headquarters), Jacksonville and Tampa, Florida, and Santurce, Puerto Rico, to handle distribution for all of Williams Electronic's amusement equipment in those territories.

Ozzie R. Truppman, president of Bush International, manages the Miami headquarters. The Jacksonville branch is headed by D. J. Barton. Bill Whitcomb manages the Tampa offices and showrooms, and the Puerto Rico distributorship is headed by Leon Nick.

Current amusement games in production in the Williams plant include the "Double Barrel" two-player pingame, Standard "75" model, DeLuxe "75" model and DeLuxe "90" model pool tables.

In commenting on the appointment of Bush International to handle distribution for the firm Sam Stern, president of Williams Electronic Manufacturing Corp. stated that he is very happy to invite Ozzie Trupp-



JACK BAIGELMAN

man and his organization into the Williams Electronic family of distributors. He said, in conclusion, that the Bush firm not only covers a lot of territory, but does it very well.

## Shuffleboard Tourney To Be Held In Nebraska

OMAHA, NEB.—Howard Ellis and Frank Hawley, Coin-A-Matic Inc., local operating firm here, will officiate at a Championship Shuffleboard Tourney to be held here October 6, 7 and 8. Cash prizes offered total \$600 and the tourney will be sponsored by American Shuffleboard Corp., Union City, N. J.

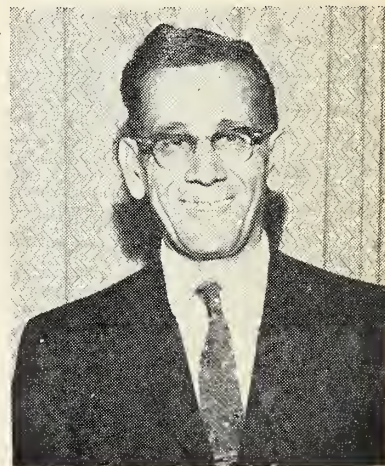
The tourney is part of this area's promotion activities to stimulate shuffleboard play. This particular contest will attract players from Iowa and Nebraska.

## Donan Displays "Bally Bowler" At Showing

CHICAGO—Johnny Tillotson, Cadence recording star, couldn't resist a spot of bowling Sunday evening, August 13, when he noticed the new Bally Bowler on exhibit at the Donan Distributing Company soiree in the Old Chicago Room of the Hotel Sherman.

Tillotson was in this city on a three-day stopover during his whirlwind promotional tour, and was invited to attend the gala affair by Don Moloney and Mac Brier of Donan. Herbert Jones, vice president of Bally Mfg. Co., smilingly looked on while Tillotson tried very hard to best his young bowling opponent (standing at right).

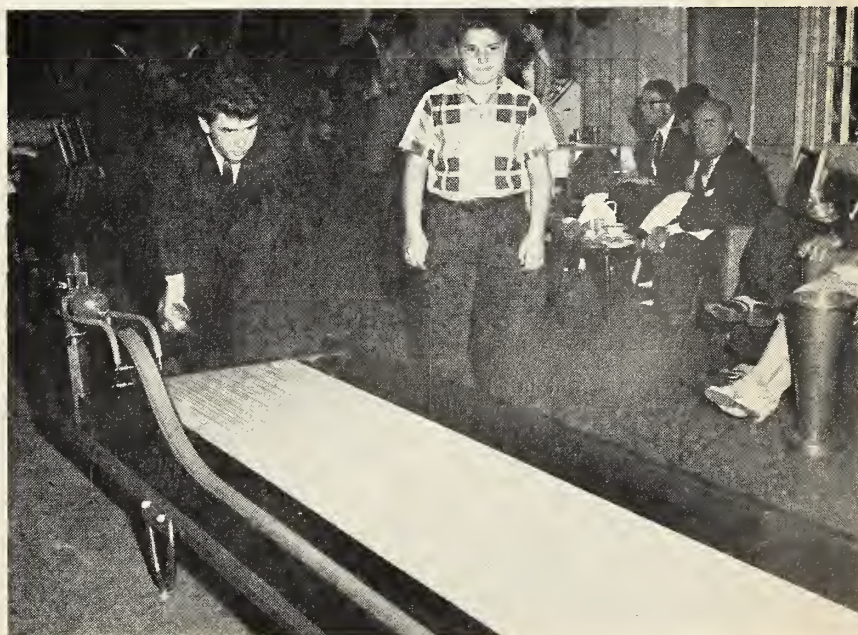
## AMI Names Trbovich For Penna. Territory



BOSKO TRBOVICH

CHICAGO—Tom Sams, vice president of AC Automatic Services, Incorporated, in charge of the AMI Division, announced the appointment this past week of Bosko Trbovich to the position of field services representative throughout the state of Pennsylvania.

Trbovich was associated with Atlas Music Company of Pittsburgh for the past 18 years. The announcement of his appointment was made while Trbovich attended the AMI music school in Grand Rapids, Michigan.



Johnny Tillotson, Cadence recording artist, bowls on "Bally Bowler" during Donan Distributing showing in Chicago.



## Interstate Buys 5 More Companies Bringing Total To 20 Since Nov.

CHICAGO—The acquisition of five vending companies with combined sales in excess of \$4,000,000 were announced last week by Interstate Vending Company, Chicago headquartered national vending and food service company.

The acquisitions bring to 20 the number of companies purchased by Interstate in the eight months since it became publicly owned in November, 1960, according to Ronald Wolff, president.

The newly acquired firms are Cigarette Machine Service Company, Houston, Texas; Cigarette Service Company, Wichita, Kansas; Dairy Belle Company, Wichita, Kansas; Kwik-Kafe of Detroit, Inc., Detroit, Michigan; and Columbine Cigarette Sales, Denver, Colorado.

"The acquisition of Cigarette Machine Service Company, the largest commercial cigarette vending company in Houston marks Interstate's entry into one of America's fastest growing markets. It will give us a base for expansion into full line vending in the area, and will further extend our penetration into the Southwestern sector of the country," Wolff said.



RONALD WOLFF

He explained that the Wichita, Detroit, and Denver companies would be integrated into existing Interstate branch operations in those cities.

"Further expansion in these areas will enable Interstate to achieve economies of operation while offering increased service to our customers," he said.

## Consumers Automatic Acquires Two Companies In Nationwide Move

NEW YORK—As the initial step in the establishment of a nationwide vending service, Consumers Automatic Vending Inc. has announced the acquisition of Kwik Kafe Coffee Distributors Inc. of Columbia, South Carolina, and AAA Food Processors Inc. of New York City.

Edward M. Sahagian, President of Consumers Automatic Vending, said the two companies will be operated as subsidiaries. The management of both will be continued.

Kwik Kafe installs and operates vending machines throughout South Carolina. "We expect to enlarge its operations to a full line vending com-

pany," Sahagian said. "This would include the vending of cold drinks, cigarettes, candy, pastry, sandwiches, salads and hot meals. In addition, we will expand the manual food service operations so we can serve industries, colleges and schools."

AAA Food Processors presently processes a dairy product which Consumers Automatic Vending uses in its coffee vending machines in the Metropolitan New York area. This operation will be expanded to also produce fruit flavored non-carbonated soft drinks in half-pint containers, Sahagian said.

## Seeburg Buys Bally Coffee Vender For \$3 Million

CHICAGO—The Seeburg Corporation announced last week that it has agreed to buy the coffee vending machine assets of Bally Vending Corporation and Lion Manufacturing Corporation for a price in excess of \$3 million. The company declined to say if stock or cash was involved.

The firm advised that the acquisition would markedly elevate the quality of its coffee vending equipment.

The move was reported to be in line with Seeburg's major objective of providing full line vending equipment. The company is reportedly planning to introduce candy and pastry vending equipment by the end of the year and is said to be well along in the development of a milk vender.

Details of the acquisition were not available at press time.

## Mfrs. Approve New NAMA Safety and Education Program During Meet Coffee Machine Mishaps Lead To Action

CHICAGO—Initial steps for an industry-wide vending machine Safety Standards and Education program were mapped at a NAMA meeting in Chicago on Tues., Aug. 29, which included representatives of a majority of hot beverage machine and components manufacturers.

According to Thomas B. Donahue, NAMA president, who called and chaired the session, the NAMA Safety Standards and Education program outlined at the meeting met the initial approval of the 17 manufacturing companies represented.

"The continuing growth of vending services and the further refinement of vending equipment urgently requires a national program of safety standards and practices on the part of manufacturers, and even more, on the part of operators' servicemen who work with the equipment," Donahue stated after the meeting.

"Together with all segments of the vending industry, NAMA is taking the lead in formulating the necessary standards for safety features and practices," Donahue explained. "While

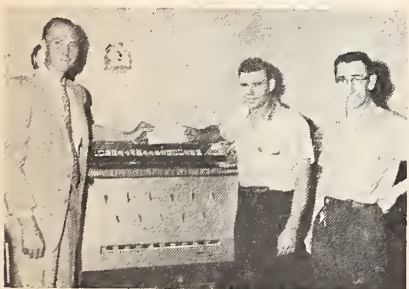
our first steps deal with the operation of hot beverage vending machines, we expect to include other types of equipment in this program later on."

Donahue reported that all representatives present agreed on a three-fifths program to be initiated immediately. It will include maximum safety devices on newly manufactured hot beverage machines, installation of additional safety devices in all such machines now in the field (where not already included), and a continuing training-education program cosponsored by NAMA, hot beverage vending machine manufacturers, and suppliers to hot beverage operators.

Details of the entire program will be worked out in a few weeks.

Donahue explained that three mishaps involving coffee vending machines in the last three years did in part lead to the new program. "However, the urgent need for a national safety program has always existed and it is time that we standardize methods and practices on an industry wide basis," he said.

## Lucky Op:



Roy Lindsay (center) of Cole Vending Company in Champaign, Illinois, has good reason to smile as V. L. Tiedeman, divisional manager for Philip Morris, Incorporated, presents him with a \$100 check he won in a recent Philip Morris Commander label contest.

The beaming gent at right is Elmer Cole, owner of Cole Vending Co. All this is taking place in the presence of a Seeburg cigarette vending machine in the Cole showroom.

## Patch It Yourself In Dublin!

LONDON—Politicians in the City of Dublin are reported to be striving to have vending machines supplied by the City for the purpose of vending first aid materials. Reason given was to relieve the ambulance corps of making unnecessary calls.

## Coin Laundry Firm Gets 7-State Rights To German Cleaning Equip.

MINNEAPOLIS—Thomas L. Warner, president of 20¢ Wash Corp., Minneapolis (St. Louis Park), announced last week his firm has been awarded a seven-state franchise for the distribution of German-made Permac commercial and Permette II coin operated dry cleaning equipment.

20¢ Wash Corp., a wholly owned subsidiary of Eagle Wash Corp., Minneapolis (St. Louis Park), distributes Frigidaire washers, Cissel dryers and other allied equipment such as water softeners, coin changers and related equipment for coin operated and self-service laundry stores.

Distribution rights, according to Warner, were granted to the firm by Pinnacle Products, Chicago, Ill., a midwestern importer representing Bohler & Wever KG, Augsburg, Germany, one of the world's largest manufacturers of dry cleaning equipment.

Products manufactured by that firm are distributed in 61 countries, Warner stated.

## American Univend Offering

NEW YORK—Robert A. Martin Associates offered to the public last week 100,000 common shares of American Univend Corporation at \$9 a share.

Net proceeds will be used for purchase of additional machines.

## Redd Firm Complimented By Union News On Combined Effort

BRIGHTON, MASS.—Redd Distributing's vending department is mighty proud this week. A personal letter to Julius Jacobi, service mgr. of the vending firm which distributes Seeburg and Bally equipment, and signed by Jordan Greenbaum, manager of the Union News Company Vending Dept., stated that "... John Dougherty is the most cooperative and remarkable individual I have had the pleasure of working with. He is a credit to your organization." The letter was in response to an installation the Redd firm made in the A. G. Spalding & Bros. Co. "We began operation on Monday and as a result of our combined efforts everything went off smoothly."

Redd added that the firm's vending division is progressing "most satisfactorily" in serving the New England vending operators. Redd has had tremendous success in this area with Seeburg drink machine and Bally coffee machine sales. The firm also distributes the Seeburg phonograph line and a complete line of amusement machines.

## A Foreign Exchange



New foreign currency dispenser produced by National Rejectors Inc., (CB, Sept. 2) is used by a passenger at New York's Idlewild Airport. Two of the machines have been installed at the airport by the Perera Co., New York foreign exchange specialists. The firm has leased several additional machines. "Pin money" is vended in amounts of \$5 in exchange for five American dollars. Five denominations are available and currency vended is determined by current exchange rate less thirty cents handling charge.



N.Y. Newspaper Ignores Plea For Request To Tell Accurate Juke Story

NEW YORK—In answer to a plea from MONY's Al Denver, president of the juke box association here, and Lou Casola, CMC head, for a chance to show the public that the average juke box operator is an "honest, hard-working individual," New York's Daily Mirror, local metropolitan newspaper with a circulation of more than one million, printed a second article in the juke box industry last week.

The wires to the Mirror's editors were the result of a previous day's editorial which headlines the article "Smash The Juke Box Racket" (CB, Sept. 2). The article stated that the industry is controlled by racketeers.

The second story which was supposed to clear the air and retract much of what was written previously, devoted several lines of copy to Denver's quote but followed through with a broad program outlining how racketeers infiltrate the juke box business. It was written in much the same vein as the editorial which inaccurately portrayed this City's juke box operator.

At press time no additional news pertaining to the request for an accurate report on the industry appeared and it was doubtful that any retraction would appear in print.

The newspaper stories which appeared in New York's papers last week pointing the finger at the juke box industry began when a Brooklyn racketeer, Lawrence Gallo, was almost murdered during a meeting in a Brooklyn tavern. The attempt was prevented when police appeared on



AL DENVER

the scene. Newspapers immediately tied Gallo to the juke box industry, through his prior association via paper unions and organizing attempts which failed to materialize two years ago.

Jersey To Hold Referendum To Legalize Games At Fairs

TRENTON, N. J.—A statewide referendum on the question of legalizing games of skill and chance at county and state fairs here will be held on November 7, Election Day. At present these games are legal only at recognized resort and amusement parks in New Jersey.

If the "yes" vote wins, operators here can expect to be permitted to operate these games at the larger state fairs including the Flemington Fair and the Trenton State Fair, the state's largest drawing attractions in the outdoor amusement field.

Jack Cohen Wins AMI Vacation

CHICAGO—The winner in the third monthly drawing in AMI's "Big Challenge" exciting vacation contest is Jack Cohen, J. C. Music Company, 5720 Euclid, Cleveland (Cuyahoga), Ohio.

The drawing for the current winner was made by Lee Brooks of Cash Box in the Merchandise Mart offices of AC Automatic Services, Inc., under the direction of Tom Sams, vice president of AC Automatic Services, in charge of the AMI Division.

Sams immediately notified the lucky winner by long distance telephone that he and his wife were awarded a vacation with all expenses paid to Miami Beach, Florida.

AMI's distributor in that area is Monroe Coin Machine Exchange, Inc. in Cleveland. The firm is headed by coinvet George George.

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STONER D-500 COFFEE	295
STONER D-13 HOT DRINK	595
SEEBURG 800-E2 CIGARETTE	245
ROWE L-1000, 4 FLAVOR	595
APCO 6 FLAVOR—ICE	1145
APCO 4 FLAVOR—ICE	1095
CONTINENTAL CORSAIR 20	195

SPECIAL!

A.M.I. MODEL F-120

\$250

RECONDITIONED

MUSIC—Reconditioned

A.M.I. E-80	\$145	ROCK-OLA 1446	\$195
A.M.I. G-120	295	ROCK-OLA 1455	395
A.M.I. J-100M	495	ROCK-OLA 1468-120 ST.	625
A.M.I. I-200E	545	WURLITZER 2000	245
A.M.I. J-200	595	WURLITZER 2100	365
A.M.I. K-200	660	WURLITZER 1900	375
SEEBURG KD-200	445	WURLITZER 2150	395
SEEBURG 222	795	WURLITZER 2300-S	625

Distributors for AMI—ROWE



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For SERVICE and PARTS ATLAS is STILL Your Best Bet!

1/3 Dep., Bal. C.O.D. or Sight Draft.  
F. O. B. Chicago

ops Graduate

Continued from page 41

Overall conduct of the operators has been superlative—absolutely above reproach.

"I cannot recall one instance when I had to speak harshly to a visiting man throughout this long time. Naturally follows," Sams continues "that the image of respectability of the people in our coin machine industry, which we are striving to reflect in the daily newspapers, should most certainly match the character of honesty, forthrightness and industrious effort which is always a part of the makeup of the average coin machine operator."

"When you return to your respective communities," Sams said, "you must do your utmost to transmit these characteristics to your townspeople. Don't ever forget your place in community affairs."

Throughout his entire address neither Sams nor any of his associates deviated from their pleas for industry-wide cooperation. They stressed the singleness of the need for good, strong public relations throughout the coin machine industry. There was not one instance when the AMI product was mentioned.

For, as Sams stated at the conclusion of his address to the operators: Gentlemen, we are all members of a one and honorable industry. God willing, we will all continue to serve it well and do it justice. As long as people want to be entertained and amused, we will continue to serve them well."

Lee Brooks of Cash Box followed Sams to the speaker's dais, after being urged "to say a few words." Keith Norwalk then addressed the graduating class. He dwelled chiefly along the lines of manufacturing and field engineering services. Norwalk went into detail about the manufacturing processes in the AMI factories.

Before Sams adjourned the business proceedings Clifford L. Bitting, the schoolmaster, wished the operators well on behalf of his AMI training school associates.

All expenses incurred by the operators for the week-long stay in Grand Rapids are paid by AMI. The only expense the operator concerns himself with is traveling expenses to and from Grand Rapids. Facilities in the hotel are of the best available, according to Sams.



# Coin Machines At Willow Grove



GAME ROOM FEATURES LATEST BOWLERS, PINS: Attendants handle service, customers—check out other sections periodically.

## Rosen Installation In Largest Bowling Alley Comprises 80 Units

WILLOW GROVE, PENNA.—On Wednesday, August 23, the Hankin Brothers, leading real estate figures here, officially opened what is billed as "the world's largest bowling alley"—and Dave Rosen, coin machine distributor with headquarters in Philadelphia, installed eighty coin-operated machines within the confines of the Willow Grove Bowling Lane building, making it one of the largest installations ever placed by an individual coin machine operating firm.

Rosen, president of David Rosen Inc., factory distributors for Rowe-AMI and several amusement machine factories, will operate the location under the firm name of Arcade Coin-O-Matic Systems Inc., a separately owned operating firm headed by Rosen. All of the lines handled by David Rosen Inc. are well represented in the wide array of machines placed at varying intervals throughout the fantastic amusement palace which occupies 160,000 square feet. The building sets on 15 acres of land and is adjacent to the Willow Grove Amuse-

ment Park, a famous Pennsylvania playland.

### 116 Lanes and A Waterfall

Willow Grove Lanes has 116 bowling lanes equipped with the latest Brunswick automatic pinsetting equipment. Among the many attractions of the gigantic bowling emporium are a cocktail bar dubbed "The Waterfall" offering a real live waterfall dropping from a height of forty feet; a "Hauffbrau," with upholstered beer kegs for seating and chilled beer steins for drinking; a "Hutch" designed for the teenage set with malteds, pastries and cokes readily available; a nursery for the toddlers which features a life-size whale; and an 800 foot concourse with a half dozen different types of wall paneling ranging from imported Italian marble to Belgian pine meeting a plush floor carpeted from one end to the other.

The coin machine installation is actually four locations in one with a Game Room set off at one end of the building featuring a bank of Chicago Coin "Princess" bowlers, a wall covered with Williams pingames, from the latest "Ten-Spot" pingame to "Double Barrel" and "Add-A-Ball" plus prototype machines which are being tested on location. A separate section offers Midway's "Rifle Gallery" and "Shooting Gallery" divided by a plastic sealing vending machine "U-Seal-It," a machine developed by Aaron Lieberman in conjunction with Rosen and his associates several years ago. An Auto-Photo "Photo Studio" greets the visitor at the entrance and is flanked with a Williams "Voice-O-Graph." Off on the side is the new AMI "Continental 2" phonograph and All-Tech's new "Ferris Wheel" kiddie ride. Another end of the same room has Chicago Coin's "Triple Gold Pin" featured with the "Ray Gun" also displayed against a side wall. There is a "Musical Chair" that's coin-operated for the weary.

### Special Pool Table Area

A second coin machine section that has been specially designed is the pool table area, which flanks the Willow



BUILDING DESIGN CATCHES EYE OF NEIGHBORING PATRONS: Willow Grove site is alongside amusement park. Can be seen by thousands.



INTERIOR VIEW SHOWS HALF OF 116 ALLEYS: 800' concourse offer variety of twenty vending machines on wall-to-wall carpeting.

Grove's own Billiard Parlor. The sections are separated by the concourse and are placed in a stone wall setting. One dozen pool tables are represented with models from Irving Kaye Company and Williams Mfg. Corp.

At another end of the oblong building is still another amusement section which is placed alongside the aforementioned "Hutch" snack bar. Here Rosen has installed a variety of machines with Chicago Coin's "Basketball" and "Hockey" games facing each other, plus several metal typers and Grandma Fortune Telling machines setting an arcade atmosphere. The installation is just opposite an electric golf driving range which is operated by Willow Grove management and faces a far wall. Rosen is factory distributor for all of the amusement machine lines mentioned.

Rosen's vending machines, which total twenty, (sixty of the machines offer amusement and a service), are strung out along an eight-hundred foot plush concourse. All of the vending equipment is manufactured by Rowe Manufacturing Company. An A.B.T. Dollar-Bill Changer is also utilized on the Willow Grove premises.

### Open 24 Hours A Day

The location is open twenty-four hours each day, seven days each week and is policed by a staff of patrolmen. Rosen's firm requires two attendants. The operation is conducted under the supervision of Al Goren, veteran Rosen employee.

Rosen was awarded the contract for the coin machine segment of the vast amusement center after bids were made by several leading operating



POOL TABLES: Separate section is alongside billiard parlor operated by Willow Grove management.

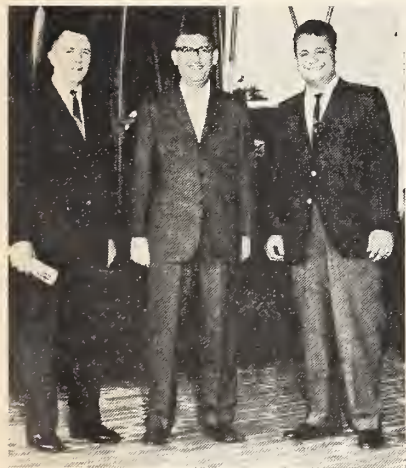
firms. The investment represents approximately \$50,000 in equipment. Rosen is only outside concession on the premises.

The building was designed by Powers, Daly and DeRosa, Long Beach, California architect firm. Landscaping was done by Arthur Poley, a local landscape architect.

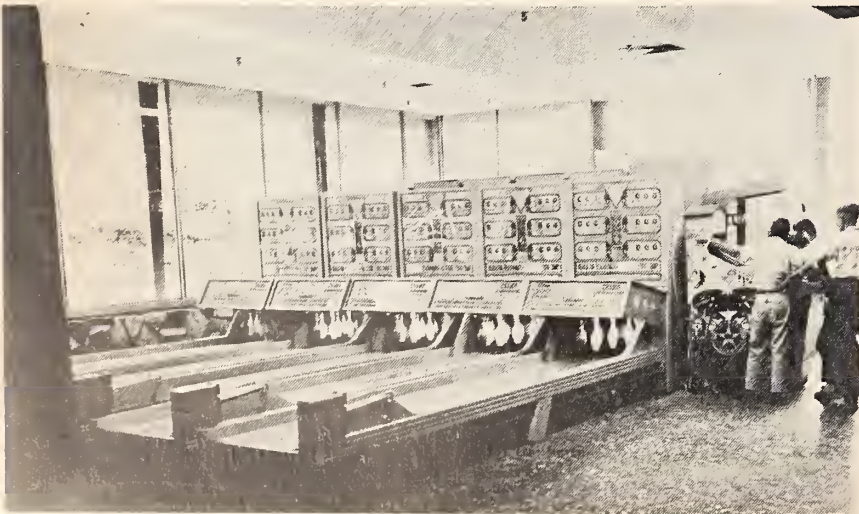
### Average Op Can Handle

The giant coin machine installation represents a large investment and appears to be limited to a distributor the size of Rosen. "However," stated Rosen during a tour of the location last week, "I believe that the average operator with a two-man type operation can adequately handle this installation and I intend to prove it. My staff of ten men have spent weeks getting this location set up. If we were doing it for an operator would we have spent less time? Done a less

(Continued on pg. 46)



REPORTER, OPERATOR, DESIGNER: Marty Toohey, Cash Box; Dave Rosen and Pat DeRosa, architect at entrance.



FIVE BALL BOWLERS GREET PATRONS: Location is also used for testing new machines before release to trade.



IT'S  
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TO  
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Beautifully  
illuminated  
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PLENTY  
OF  
ACTION!

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Twin Chutes  
•  
Slug  
Rejector  
•  
Locked  
Cash Box

LOCATION  
TESTED  
FOR PROFITS



*Double* YOUR EARNINGS  
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2-PLAYER (adjustable 3 or 5 ball Play)  
**DOUBLE  
BARREL**



2 SHOOTERS FIRE BALL FROM BOTTOM AT

**MOVING TARGET**  
to increase values of 2 side skill pockets

## FEATURES:

- ★ 2 Launching Pads at lower playfield "bang" balls back up playfield to hit "Moving Target." Boost up values of 2 side pockets.
- ★ Rollovers increase values of Jet Bumpers.
- ★ Plasticote Finish on playfield. Very Smooth.

OPERATE Williams DOUBLE BARREL!

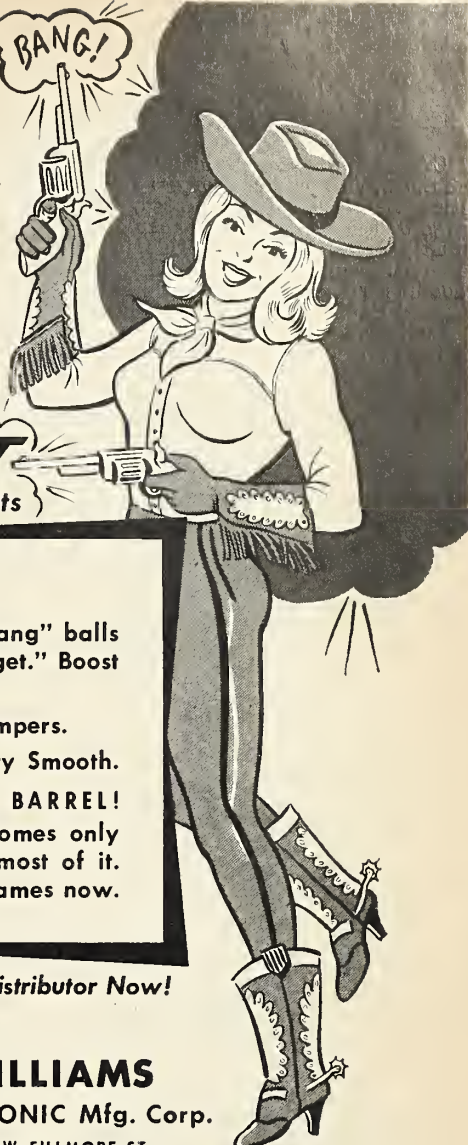
This is an opportunity that comes only once in a while. Make the most of it. Order your Double Barrel games now.

See Your *Williams* Distributor Now!



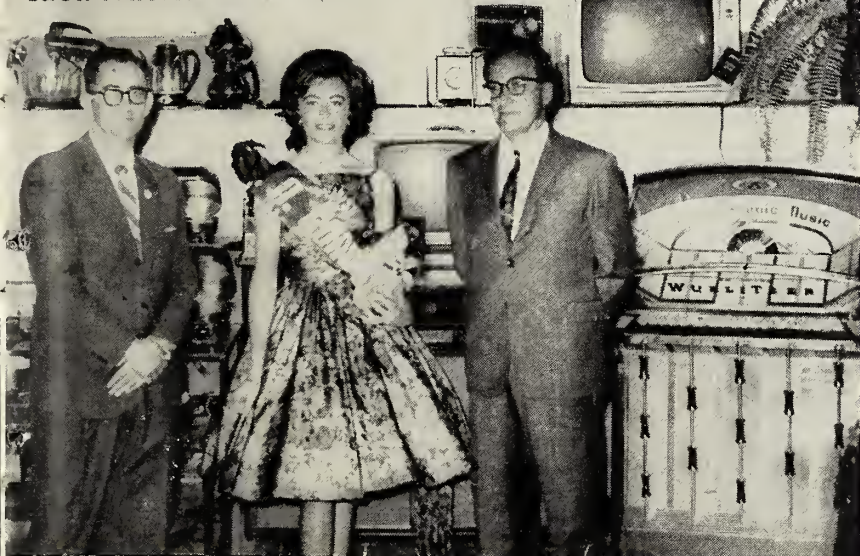
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DISTRIBUIDORES EXCLUSIVOS

*L.A. Cordovez*  
Casa Nacional de Quito, S.A.



Two Cordovez representatives flank hostess in L. A. Cordovez exhibit booth at North American Commercial Exposition, Ecuador.

## Wurlitzer's L.A. Cordovez Wins First Prize For Display At Exposition

QUITO, ECUADOR—The Wurlitzer Distributor for Ecuador, L. A. Cordovez, doing business as Casa Nacional de Quito, in this South American city, has been awarded First Prize for their display of products of North American manufacture. The most outstanding element in the display was the Wurlitzer "Model 2500" Phonograph which brought musical enjoyment to the thousands who visited the Exposition.

Typically North American in the promotion was the selection of an attractive young lady as Miss Cordovez who welcomed visitors to the booth

during the exhibition period. Presentation of the top award for a display was given important space in the Ecuadorian newspaper El Comercio.

The purpose of the North American Commercial Exposition is to further cement trade relations between North and South America. New products are introduced, and interest runs high. Casa Nacional also distributes American products manufactured by Zenith, Sunbeam, Leonard, Firestone, and Wayne, in addition to a full line of Wurlitzer pianos, organs and phonographs.

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We know the So. American market—let us serve YOU.

GAMES

1 DUCHESS BOWLER .....	\$795.00
1 USED BOWL-A-RAMA .....	1500.00
UNITED 16' JUMBO BOWLERS .....	300.00
CHICAGO COIN 16' TV BOWLERS .....	275.00

AMI G-120 PHONOS .....	
AMI G-200 PHONOS .....	
AMI F-120 PHONOS .....	

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THE CINCINNATI COIN MACHINE CENTER

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TO SOUTH  
AMERICA!**

CALL—WRITE—WIRE

## Bob Jones Shifts From London To The Hague— Gets Stuck In 2nd Gear!

LONDON—Bob Jones, Sales Manager of Redd Distributing Company phoned the Cash Box London office from Rotterdam and reports that his continental tour is proving very successful in establishing good relations with many firms as well as resulting in good business deals. When we spoke to him Bob was still recovering from the ordeal of a visit to The Hague when the car in which he was traveling back late at night got stuck in second gear. Not able to read any of the signs he managed to locate a garage only to find no English speaking mechanics on duty! Next stop Germany.

Jones is in Europe for several reasons. First off, Redd Distributing does a large export business and Jones is

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New Cushions  
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calling on the firm's many customers. Second, Redd is in need of a permanent European representative to handle the firm's export business. To date, Jones has been unable to find a man that can fill the bill.



# AMI's "Little Red School House" Has Trained Operators The World Over

CHICAGO—One of the installations Tom Sams, vice president of AC Automatic Services, Incorporated, in charge of the AMI Division, has consistently expressed great pride in is the now permanent "Little Red Schoolhouse" service school building in Grand Rapids, Michigan, (the home of AMI), which is almost adjacent to the AMI phonograph and background



THE FAMED 'LITTLE RED SCHOOLHOUSE'



"Vady" briefs students on "Continental 2" mechanism.



One reason why classes are so interesting.



Now that it's stripped, who'll put it together?!

music systems plant. Another Rowe-AMI plant is located in Grand Rapids.

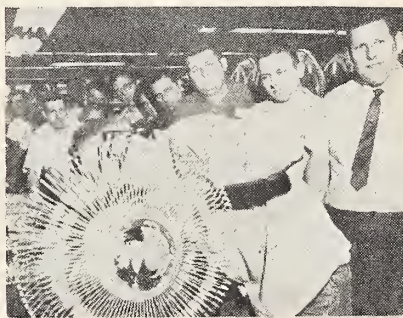
Same detailed the vast accomplishments the school has achieved over the past 6½ years since it was first conceived (January, 1955) when operators first learned of the operation of the then current AMI "F" model coin-operated phonograph—during a banquet and graduation exercise for the August, 1961 service school class.

"Literally hundreds of operators have attended our 'Little Red Schoolhouse' sessions over the past several years," Sams said. "From every nook and cranny of this country and from as far away as Austria, England, Denmark and Switzerland—to name just a few European countries. Heavy attendance is also derived from our Latin-American neighbors and from far distant shores such as the Union of South Africa."

Along with comprehensive practical work and operating and service procedures concerning current model phonographs operators also discuss with their instructors the current problems of the day.

"Actually," Sam added, "we are all just 'people engineers,' and that is the sum and substance of our daily work. In this way we keep AMI equipment in locations working full time to garner the highest possible earnings for everyone concerned."

The "Little Red Schoolhouse" service school facility is under the direct supervision of Keith Norwalk, director of manufacturing and engineering. Actual operation of the school is the responsibility of Clifford L. Bitting, supervisor of field service engineering for AMI. He is assisted by Gerard Vadeboncoeur.



Students take plant tour of AMI.



Final assembly before trip to distributors.



## Eastern Flashes

With Labor Day hanging over the horizon (and behind us once again as you read this column) we can expect things to get back to normal once again—better business that is. It just naturally follows that with the people back from the shore, the taverns ought to pick up again. Let's hope that the UAW-Automobile talks windup with everyone going to work on the 1962 models and we can expect a good year from now till December. If they strike, however, hold on. No telling what to expect then.

This week's editorial, in case you haven't read it, outlines a suggestion for the mfrs. to meet and talk over the possibility of holding an exhibit during NAMA time in Chicago in October. Sounds good and we think it will get some attention. Without an annual trade show everyone suffers—and it doesn't appear as if MOA will ever get the industry interested in a Convention again.

The NY Daily Mirror did almost as much harm with their story on Friday, supposedly separating the "racketeer" element from the "honest" juke box business. They only outlined a "6 Point Program" on how the rackets infiltrate the juke box business. About one or two sentences were devoted to whitewashing the previous day's damaging editorial. Some retraction!

More educated ops in the business now that AMI has held its "Little Red Schoolhouse" graduation ceremonies. (See separate story). . . Wurlitzer's distrib in Ecuador, L. A. Cordovez, was awarded first prize for his displaying of Wurlitzer "2500" machine during a recent Exposition in that country. Newspapers gave liberal coverage to the event, complete with pic of "Miss Cordovez of 1961." . . . Ozzie Truppan, head of Bush International, Miami, was appointed distributor for the Williams amusement machine line last week. . . Bess Berman is recuperating from a stomach operation at Doctors Hospital in NYC. Send Bess a get-well card (Room 703). She'll appreciate hearing from old friends. . . American Shuffleboard Corp. is sponsoring a really big shuffle tourney Oct. 6-8 up Iowa-Nebraska way. Look for lotsa action in this heavily dominated shuffleboard territory. . . Dave Gottlieb tells us that his hospital already has formed a women's auxiliary group who will manage the snack bar and gift shop. The hospital was officially opened last July and received its first patient last month.

Bob Jones, Redd Distributing sales mgr., called our London office to tell Neville Marten that his continental tour is a very successful one. Bob called from Rotterdam to check a few things with Cash Box as most coinmen do upon landing on foreign shores. Bob had a bad experience over in The Hague when the auto was stuck in second gear in the dead of night! Finally found a garage but no one spoke English! Next stop—Germany. . . That "Cinebox" juke box-movie machine is being used primarily for industrial use with a chemical plant the latest firm to use it during a convention to spell out its sales pitch.

Tape-Athon Corp., a new organization as far as we know, has announced a new tape player which operates at a speed of 2" per second. Claims to hold 16 hrs. of music inside a 10" reel. Outfit is in L.A. . . Hear about National Receptor's new foreign currency machine at NY's Idlewild Airport. See CB last week, or another story on it this week. Vends five different foreign currencies in exchange for American denomination and a 30¢ charge.

Many coinmen along the avenue will be at the Laurels over the Sept. 29 weekend when three associations meet for the first time. If you're not going why? The price is right—\$39 per, for the weekend—room and chow included. Can't beat it, and who else will be in town anyway? . . . Murray Kaye and Meyer Parkoff, Seeburg distributors, received good news last week that the trade will hear about in due time. It's up to the factory as to when the vending announcement will be released but the Seeburg men were happy about it.

Mike Munves can't wait for his post-Labor day vacation to Hot Springs, an annual retreat for the coinvet and his wife, Rose. Of course Rusty is going—what did you think he was going to do? Joe Munves collecting antique phonos, organ grinders, anything that plays music. Call him if you see any around. (Forget Jahn's Ice Cream Parlor in Queens—he knows about it).

Barney Sugerman, Runyon head, keeps telling us that Myron Sugerman is an amazing young man. He's covering Europe like a blanket and keeps the firm's export business perking along. 'Nother week or two and Myron will have to come back to Jersey to keep the paper work "perking." Morris Rood continues to polish his bowling and his golf and we won't divulge any scores but will you be surprised the next time out with Moish! Kempy had a beautiful vacation and evidently had more pep than ever when he returned. Got right down to brass tacks and called on practically the entire trade. . . Louis Wolberg, a heavy hitter in the books dept. hitting them harder than ever. . . Al Simon knows how many ops it takes to keep the business he does rolling at such a large volume. Al D'Inzillo has been on vacation and Simon has been talking with each op individually. He's seen practically the entire trade pass thru the showrooms to view "Rock-Ola," "ChiCoin" and "Auto-Photo" equipment. The new ChiCoin "Triple Gold Pin" is selling up a storm, to hear Al tell it—and we believe him!

Abe Lipsky and Harry Koeppel, keeping the name Libra alive by writing it on many sales orders these days. The boys do a good business by selling a personal service. . . Dave Lowy, MJL Operating, never one to kick, keeps his nose to the grindstone pushing cigs, jukes, and shuffles to a wide list of customers. Congrats to Norm Berkowitz and his wife Jean. The Deperri exec is the proud father of a bouncing baby boy—Carl. That's the third boy for Norman and Jean. When's the girl coming, Norm?! . . . Surprise visitor to our NYC offices—Sol Gottlieb, the grand old gent of the coin business in town for a very special occasion and drops by to say hello.

## Rosen's Willow Grove Installation

(Continued from pg. 44)  
than adequate job? I'd be happy to help any operator through a deal such as this if he purchased the equipment from me, and nothing more. We'd handle the financing and install all of the equipment, even helping him establish a contract working out details for him."

Rosen contends that an operator is in a better position to supervise the location. "We need an additional staff to attend the machines. The average operator would be here himself working extra hours. It's a natural, especially with all of the help he can get from a distributor."

### Location Generates Crowds

The machines have been situated according to a pre-determined "merchandising program" outlined by

Rosen and his associates. "I don't believe that coin-operated equipment of any kind attracts large audiences. We must place the machines in a location that will generate this audience. A shopping center is a prime example. We expect Willow Grove to bring in bowlers from miles around. Being adjacent to the amusement park makes our summer bigger than the winter season, a complete turnaround which has interesting aspects. And with bowling continuing to grow as it has, everything seems to be in our favor."

When asked how much of a crowd the location expected to attract each week, Rosen stated—"We opened just one week ago and every night has looked like the boardwalk on Atlantic City!"

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the Princess

**all purpose  
stereophonic  
monaural compact  
console phonograph**



a totally new concept in *Compact* design

ODEL 1493 100 Selections



# ROCK-OLA presents the Princess

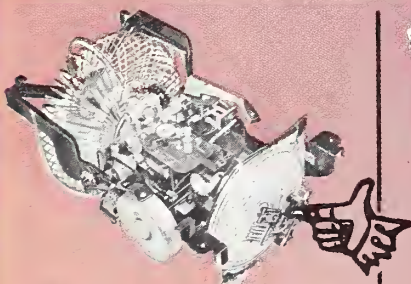
COMPACT NEW DESIGN  
FOR GREATER FLEXIBILITY  
SAVES ON SPACE,  
SAVES ON SERVICE

The entire mechanism and selector system of the "Princess" was designed specifically for use in a compact phonograph. For this reason you will find in the ROCK-OLA "PRINCESS" many new innovations in phonograph design and engineering.

With these many new features made possible by Rock-Ola's long tradition of engineering skill, the famous Rock-Ola dependability has been preserved and increased for greater operating profits. The Rock-Ola "Princess" is your guarantee of years of trouble free performance.

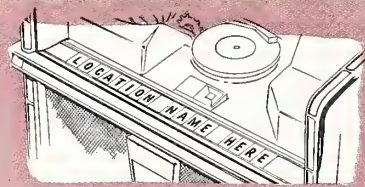


**33 1/3—45 RPM MECH-O-MATIC INTERMIX PLAY.** Dual-speed Rock-Ola Built turntable permits complete intermix of 33 1/3 and 45 RPM records in any sequence in any bank of records. No matter the speed or whether it's stereo or monaural records, they can all be played on the PRINCESS, the one truly flexible phonograph. Only the PRINCESS gives complete protection for all future location needs. (Optional Equipment)



**NEW SIMPLIFIED SELECTOR.** Another new Rock-Ola exclusive: is the simplified coil-less selector. Selections are achieved through springloaded, self cleaning selection levers activated by two motor driven revolving carriages. The elimination of electro-magnetic coils reduces service calls and assures increased dependability for greater operating profits.

**COMPACT MECHANISM.** Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.



**PERSONALIZED LOCATION PANEL.** Now you can personalize the Princess Phonograph for each location, by quickly and easily snapping into place the Title bar letters provided. A full set of snap-in letters provides you with full Location, Personalization Flexibility.



**FEATHER-TOUCH TONE ARM PLUG-IN CARTRIDGE SNAP-IN STYLUS.** Longer record wear and better performance are now possible. The Princess incorporates a new, stylish, feather-weight tone arm containing a specially designed Astatic high compliance stereo cartridge with a snap-in DIAMOND stylus. The famous Rock-Ola serviceability is again shown in the cartridge which merely plugs-in with no wires or connections to loosen or solder. These features are just another proof of Rock-Ola's economy of operation developed through years of on "Location Testing."

## TRI-FONIC FLEXIBILITY

Only from a Rock-Ola Phonograph with its "Tri-Fonic" Flexibility do you get three phonographs in one.

The Rock-Ola built dual-channel amplifier with its "Tri-Fonic" switch permits instant conversion from monaural to stereo or reinforced stereo at the flip-of-a-switch.

There is no need for costly conversion parts. Only stereo extension speakers are needed. Rock-Ola's three position "Tri-Fonic" switch offers these three sound choices:



**MONAURAL SOUND POSITION ON THE TRI-FONIC SWITCH DELIVERS** All the sound thru the two built-in main unit speakers. One heavy duty 12" speaker and a wide dispersion high compression driver horn which are skillfully matched for the finest of high fidelity music in any location.



**REINFORCED STEREO SOUND POSITION on the TRI-FONIC SWITCH DELIVERS** the true stereo music to the extension speakers and also supplies monaural music to the main unit speakers. This combined woofer and tweeter speaker arrangement fully compensates for any acoustic deficiencies and provides smooth, aural-balanced, stereophonic sound even in extra large or odd shaped locations.



**STEREOPHONIC SOUND Position on the TRI-FONIC SWITCH** Delivers all sound power to the two separate stereo extension speakers. Eliminating the main unit speakers, this allows the phonograph to be placed in a profitable heavy traffic area while the speakers are placed for best stereo reproduction.



**« REVERBA-SOUND ».** New CUSTOMER PLEASING SOUND « REVERBA-SOUND » The Sound of the Future... Today... is available on the PRINCESS COMPACT PHONOGRAPH. (Optional Equipment). ROCK-OLA'S « REVERBA-SOUND » Reverberation Unit produces concert hall realism from recorded music in all locations regardless of size or configuration through an electronically integrated acoustical delay line system. Rock-Ola's « REVERBA-SOUND » fills every corner of the location with deep, rich, melodic tones for true living-presence "wall to wall" music.



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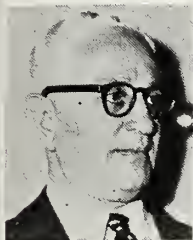




## Chicago Chatter

As Labor Day marks the end of the current resort season coinbiz looks to the big Fall season, and according to reports from top government economists this Fall season should be a "dilly." . . . It's ironic, but whenever coinmen get together and discuss problems concerning poor press coverage for the industry, etc., they always agree wholeheartedly that there is a crying need for good, sound public relations. So-o! Why not support the fully staffed PR group already functioning—and quite well??

We had the privilege of addressing a representative group of operators Friday, August 25, while visiting with AMI brass (Tom Sams, AC Automatic vice prexy in charge of AMI; Keith Norwalk, director of manufacturing & engineering; Phil Glover, director of sales; Mike Giblin, director of purchasing; Jerry Routzahn, head of instruction manuals; Cliff Bitting, supervisor of field engineering; and Gerry Vadeboncoeur), and there was not one single dissent



SOL GOTTLIEB



JOE ROBBINS



ART WEINAND

when public relations—as represented by the Coin Machine Council—was discussed. The occasion was a gala banquet in the Morton House Hotel, when Tom Sams, et al feted the operators upon completion of a service school course in the AMI "Little Red Schoolhouse." It took a lot of urging by Nate Feinstein of Atlas Music in Chi to get us to make the trip originally. And all we can say is that, thanks to the generous hospitality of our hosts, it was a memorable visit.

Production in the big Bally Mfg. plant is humming along on all cylinders these days, according to Art Garvey. General sales manager Bill O'Donnell lists as Bally's top sellers "Bikini," "Barrel-O-Fun" pingames, and the "Marksman" gun-target game. . . . Smilin' Art Weinand, director of sales for Chicago Dynamic Industries, is back in the saddle after a busy two week vacation. Number one item on the agenda was getting daughter Ginger Weinand set up for school at St. Xavier College. Art was delighted to see the sales reports on ChiCoin's new "Triple Gold Pin" shuffle alley bowler capably handled by Mort Secore during Art's absence.

Paul Huebsch, vice prexy of J. H. Keeney & Co., is still off on his vacation with his lovely Rosemary and the delightful Huebsch children. Clayton Nemeroff expects Paul back at press time (CASH BOX press time, that is). . . . We're glad to see the happy smiles on Bill DeSelm's and Herb Oettinger's faces these days. The results, we're told, from the immediate terrific acceptance the gang at United Mfg. is receiving from the popular, new "Viking" shuffle alley bowler, a delightful companion piece to United's "Classic" big ball bowling alley.

What could Joe Robbins and Empire Coin owner Gil Kitt have been thinking of when they scheduled Empire Coin's service school session and dinner for operators in this area for Monday, Sept. 11. (The dates of the Jewish High Holidays are Sept. 11-12). Well, Joe caught on fast and re-scheduled the big affair for Wednesday, Sept. 13 (so there). The ops will be tutored on servicing United's new "Viking" shuffle bowler by big (and we mean BIG) Bob Jones. Standing along the sidelines will be Empire's ace kibitzer Jack Burns.

Now that the ultra-beautiful Gottlieb Memorial Hospital is not only completed but already filling up the Gottlieb clan is concentrating on what Alvin Gottlieb considers "one of our best two-player pinball amusement games in 'Lancers'." There very little doubt in the minds of Dave Gottlieb and Nate Gottlieb that "Lancers" will be a big seller for a long time in all markets. . . . Sol Gottlieb in NYC visiting our own Joe Orleck. . . . We note much more enthusiasm of late at First Coin Machine Exchange as Labor Day draws the summer season to a close. Prospects for Joe Kline, Sam Kolber and Fred Kline loom very bright indeed.

Meanwhile a brief visit to World Wide Distribs and chats with Joel Stern and Len Micon assured us that Seeburg's "Artist of the Week" phono and "Ice-O-Vend" cold drink machine have been heavy sales items all summer. Sales on all Seeburg equipment for the Fall season should not only continue strong, but increase by leaps and bounds, according to Fred Skor and Howie Freer. . . . Back to Empire Coin for a moment: Jack Burns and Bob Wylie are amazed at the current reception of Rock-Ola's "Princess" compact phono throughout the state of Michigan. Ops are clamoring for it, they report.

AMI chief Tom Sams got a rise out of visiting ops in Grand Rapids when he referred to music ops as "People Engineers." . . . Another AMI nice guy is Mike Giblin, director of purchasing, who Tom Sams said is doing such a fine job that the firm is enjoying huge savings in purchases of parts and components for production of AMI's "Continental 2" phonos and background music systems.

The happy news from pexy Sam Stern and sales chief Jack Baigelman, Williams Electronic Mfg. Corp., is that Ozzie Truppan's Bush International Distribs has been appointed to handle distribution of Williams amusement games in Miami, Jacksonville and Tampa (all in Florida), and Puerto Rico. Ozzie heads up the Miami firm, D. J. Barton manages Jacksonville, Bill Whitcomb bosses the Tampa operation, and Leon Nick is in charge of the Santurce, Puerto Rico branch.

There is much excitement at Atlas Music Co. since sufficient quantities of 33 1/3 rpm records are being stocked at Atlas Music for music ops in this wide area. The local AMI-Rowe distrib lists 2 brand new decks this week. They are: "Moving On Broadway" by Kay Starr, and "Come Dance With Me" by Frank Sinatra. Other artists available on Atlas' list are Ray Charles, Peggy Lee, Ray Anthony, Nat "King" Cole, Four Freshmen, Hank Thompson, Paul Weston, Brothers Four, Mills Brothers, Pete Fountain, Big Tiny Little, McGuire Sisters, Red Foley, Brenda Lee, Russ Morgan, Buddy Morrow, Sarah Vaughan, Dinah Washington, Patti Page, Errol Garner and George Shearing.

John Haddock, former president of AMI, and presently head of Automatic Canteen's European Division, popped in to Grand Rapids, August 23, to visit

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with his boys. He looks well and sincerely extends his regards to his great host of coinbiz friends everywhere. . . . Ralph Wyckoff, director of advertising for Rock-Ola Mfg., tells us Ed Doris is still away on his vacation. The big news at Rock-Ola is the way the "Lucky 7" vacation contest is being received by operators everywhere. Sales chief Frank Mitchell popped into his office to "get a fresh, clean shirt" and will then resume his travels.

Marvel Mfg's. Estelle Bye took her mind off her new grandson, Russell Allen (Gad, he's almost a month and a half old already!) just long enough to advise that production on electrical scoreboards for shuffle alleys is being upped at Marvel again, biz is that good. . . . NAMA's Tom Hungerford, Walter Reed and Gerry Whaley are greatly excited over the pending First International Vending Symposium which is scheduled for Oct. 31, during NAMA's gala 75th Anniversary Convention (Oct. 28—Nov. 1) at McCormick Place. Jack B. Low is the planning chairman. Low urges all international guests to get in touch with NAMA offices at 7 South Dearborn, Chicago 3, Ill. for further info.

We missed those little chats with Johnny Frantz, prexy of J. F. Frantz Mfg., during our brief trip. . . . It is with bowed head and much sorrow that we learned last week of coinvet Ben Axelrod's demise at 59. Ben was very popular in the industry, and for good cause. He was tireless in his efforts for good operator relations. . . . Ed Williams, Hermitage Music in Nashville, infos that prexy C. V. Hitchcock departs this week for Europe. His itinerary will carry him thru most of the European capitals to contact the export trade there. Ed was present, with Jack Williams and Louis White, at AMI's "Little Red Schoolhouse" in Grand Rapids last week.

Easily one of the happiest coinmen around here now is genial Ralph Sheffield, general sales manager for Midway Mfg., who reports that the immediate results of the sales effort with Midway's "Rifle Gallery" are so terrific that Ralph, Hank Ross and Marcine (Iggy) Wolverton are saying "pinch me." . . . Howard Ellis, sec.-treas. of the Music Guild of Nebraska, rushed the word to us that the big meeting pending for Sept. 2 & 3, in the Evans Hotel in Columbus, Nebraska has been re-scheduled for Sept. 16 & 17 (Saturday & Sunday). All other plans remain as originally planned.



## Rock-Ola "Princess" Greeted On E. Coast

NEW YORK—Frank Mitchell, Rock-Ola sales manager, is a busy man these days, what with Rock-Ola "Princess" showings and all of the excitement that goes with it, but he always manages to catch a few distributors and some operators in the camera lens, and always at the right time—when the "Princess" looks her best! Here are some shots Mitchell caught along the sales trail.



VIC CONTE, Utica distrib shows phono to ops Lyman Lawrence and Duke Huntington, at Saranac Lake, N. Y.



ART ARNOLD gets the VIP treatment during Conte open house showing in upstate showrooms.



IRV BLOCK, Balti distrib, shows machine to John Chandler, J. Westwood Smithers, a college prof, and Al Dodge, guest speaker at the MOV banquet last month. Scene is Virginia Beach.

HY LESNICK, new MOV president, gets a look at the new machine during recent MOV confab, while Herman Perrin looks on.

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## California Clippings

The long Labor Day week-end provided many operators and distributors an opportunity to get out of town, and numerous ones found the mountain areas to be the most attractive spots. . . . Jack Simon, at Simon Distributing, back from a successful buying trip to Chicago. Sonny Lomborg comments that both local and export business continues at a good clip. . . . At C. A. Robinson & Co., Hank Tronick reports they point with pride to the line-up of equipment which is sure to spell good business for the coming Fall and Winter Season. United's "Classic" bowling alley and "Dolphin" shuffle alley, make the happiest combination, Hank continued. Robinson's is presently awaiting the arrival of the 3rd member of the family—the United "UPD" 100 phonograph. Hank went on to say the Williams pin balls, "Ten Spot" and "Double Barrel," are enjoying their usual fine acceptance. Pool tables from both Williams and Valley look like steady bread winners, according to Hank. And to bolster activity, Hank added, Midways sensational new Rifle Gallery has operators flocking to our showrooms. Al Bettelman accompanied his sons Boy Scout troupe on a hike into the mountains, and lost 10 pounds in the process. . . . Clayton Ballard, at the Wurlitzer factory branch, on vacation for 2 weeks and spending the time in his mountain cabin. Walt Peteet, Wurlitzer's regional service engineer, in town with plans to visit operators in this area with Leonard Hicks, local Wurlitzer parts mgr. Gary Sinclair, Wurlitzer's regional sales mgr., in town following his recent trip to Alaska. George Evans, Asst. Credit Mgr. for Wurlitzer, enjoying a two weeks vacation in the So. Calif. area with his family. . . . At Badger Sales, Bill Happel informs that Jack Gordon, VP of the J. P. Seeburg Corp., who winged in from Chicago, and Seeburg's divisional mgr. Ed Claffey, both stopped in at Badger for a meeting with Happel. The new Chicago Coin "Triple Gold Pin" bowler, said Happel, is proving to be very popular with the operators and the on location collection reports are surprising everyone. . . . Bill Lanzy, at American Coin Machine, states that business generally is good with a big demand currently for good used juke-boxes. Bill also wished to announce that American is now handling all types of vending equipment, and that cigarette machines continue to lead the way. . . . At Leuenhagen's "record bar," Mary Solle on vacation and spending most of the time at home. Nate Feves, newly appointed West Coast singles promo man for Capitol Records, in with metropolitan L.A. sales rep Lowell Caldwell, to spin Faron Young's current waxing "Backtrack." Singer Jerry Wallace dropped by with his new Challenge coupling "Lonesome" b/w "Eyes." . . . Charlie Daniels, at Paul A. Laymon's, reports the overall business picture has been very good at Laymon's with the new Rock-Ola "Princess" continuing to cause lots of excitement. . . . Neeley Cooley, operator from Montebello, on a trip with a boy scout troupe to Hawaii, which the boys paid for from various income projects the past year. . . . At the R. F. Jones Co., Ed Wilkes informs they are expectantly awaiting the arrival of the new Bally Bowler, which is sure to stir-up lots of operator interest. . . . Sam Ricklin, at California Music, comments that business has been moving along at a hefty pace the past week. . . . Some of the visiting operators seen on Pico this week were: Ray Brandenburg, LaHabra; Roger Plante, Shafter; Walt Hemple, San Fernando; Jim Pritchett, Santa Ana; Frank Christian, Anaheim; Bill Bradley, Covina and Art Ety, Palmdale.



## Midwest Musings

Art Hagness, Grand Forks, No. Dakota, in town for a couple of days making the rounds and picking up his parts and record order. . . . Irv Gorsen, Acme One Stop Minneapolis took his family on a two week vacation. . . . Kenny Morgan, Lieberman Music Co. back on the job after spending two weeks vacation and Hy Sandler, Lieberman Co. back after spending a two week vacation up north. . . . The Harold Lieberman Co. had a picnic outing Friday Aug. 18 for their employees. Had one last year and they enjoyed it so much that they will now have one every year. . . . Our deepest sympathy is to extended to the Walter Huffman family on the death of Wally Huffman Thursday 17th. Mr. Huffman was 57 years old and had been in the coin machine business for over 30 years. Death was caused by a heart attack. . . . Mr. & Mrs. I. F. LaFleur and their children had a very nice vacation for two weeks visiting Mrs. LaFleur's family in Pittsburgh, Pa. . . . Solly Rose, Sandler Dist. Co. Mpls. back on the job after spending a few days vacationing. . . . Elgin McDaniel, Wadena, Minn. in town for a few hours making the rounds. . . . Stan Woznak, Little Falls, Minn. in town for a few hours to pick up some parts. Hal had a very pleasant summer at his lake home. . . . Jim Donatel, Spooner, Wisc. in the cities for a few hours picking up some parts and records. . . . Also seen in town were Billy Gummow, Hopkins, Minn., Red Wilbur, Duluth, Cab. Anderson, Hudson, Wisc.

## Happy Birthday This Week To:

Al Engel, Nashville, Tenn. . . . Geo. L. New, Hobbs, N. M. . . . Bovio Belletini, Coalgate, Okla. . . . Chas. W. Stillman, Augusta, Maine. . . . Batha Curry Love, Atlanta, Ga. . . . Earl G. Gravlin, Jacksonville, Fla. . . . Miguel F. Whitaker, San Antonio, Tex. . . . Harold Lipschultz . . . Algot L. Kropp, Tuscaloosa, Ala. . . . Gerald Barron, Belmont, Calif. . . . Robt. M. Carlyle, Grand Rapids, Mich. . . . Malcolm Ward, Monroe, La. . . . O. H. Rushing, Philadelphia, Miss. . . . Frank Swartz, Nashville, Tenn. . . . Victor Vanderleender, W. Islip, N. Y. . . . Nat Lessner, New London, Conn. . . . Fred Iverson, Syracuse, N. Y. . . . E. C. "Buster" Lee, Columbia, S. C. . . . Jack Kauffman, Phila, Pa. . . . Allen J. Stern, Chicago . . . Art Weinischke, Warson Woods, Mo. . . . James Ross, Cleveland, Ohio . . . E. T. Davis, Jr., Atlanta, Ga. . . . Martin Wells, Ithaca, N. Y. . . . Carl F. Jackson, Seminole, Okla. . . . Philip J. Mason, Washington, D. C. . . . Gene Daddis, Pequannock, N. J. . . . Harvey J. Gorgan, Big Bay Pt., Ont., Canada . . . Neal Ford, Tresckow, Pa. . . . Charles Craconne, Liberty, N. Y. . . . John B. Turcotte, Williamsett, Mass. . . . C. F. Cole, Marion, Ind. . . . John A. Frost, Fremont, Ohio . . . Louis Herman, Mt. Vernon, N. Y.





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## Refreshments, Prizes Spark Franco "Princess" Show; 3 States Represented

MONTGOMERY, ALA.—The Rock-Ola "Princess" showing held here two weeks ago was a fine success according to Dave Franco, head of the coin machine distributing firm, and after personal invitations had been mailed through the area, response was evident from many areas of the territory. Operators throughout Alabama, northwest Florida, Columbus, Georgia, and Phoenix City all met under the Franco roof for a day of refreshments, prizes and, above all, the unveiling of the new juke box, "Princess."

Following are the lucky operators who were winners of prizes during the "Princess" showing:

1—Rock-Ola Bar, Mr. Billy Carmichael; 2—Chafing Dish, Mr. Buford Dowdy; 3—Tid Bit Tray, Harold Peeples; 4—Patio Set, Leon Clark; 5—Brownie Camera, Olin Spikes; 6—Wall Bar, Gene Simms; 7—Cigarette Lighter, H. V. Smith; 8—Utility Table, Adolph Sutton; 9—Travel Iron, Jack Horne; 10—Dormeyer Grill, A. L. Andrews.

Following is a list of operators who attended the Franco showing:

Ida Mae Lipham, LaGrange, Georgia; A. L. Andrews, Roger Andrews, Andrews Music Co., LaGrange, Georgia; Mr. & Mrs. O. W. Baker, Rowell Music Co., Cullman; S. T. Richardson, Eugene Ward, Sutton Music Co., Atmore; Adolph Sutton, Atmore; I. E.

Cohen, Cohen Amusement Co., Montgomery; H. I. Kamper, Fairhope; O. H. Dozier, Dozier Amusement Co., Montgomery; J. H. Jones, Muscogee Music Co., Columbus, Georgia; M. G. Butand, Phoenix City; A. L. Kropp, Sr., Alabama Vending Co., Tuscaloosa; M. B. Pugh, Tuscaloosa; C. A. Martin, Mrs. C. A. Martin, Mobile; A. M. McCrory, Montgomery; Olin E. Spikes, Spikes Music Co., Auburn.

Mr. & Mrs. Gene Simms, Mr. & Mrs. Wallace Arnold, Bonifray, Florida; Mr. & Mrs. Bill Thompson, Bessemer Music Co., Bessemer; Mr. & Mrs. Horace Crawford, Bessemer; Mr. & Mrs. Paul Henderson, Andalusia; Mr. & Mrs. A. W. Harrell, Columbus, Georgia; Mr. & Mrs. Buford Dowdy, Music Service, Columbus, Georgia; Mr. & Mrs. D. T. Cook, Columbus, Georgia; James Pugh, Tuscaloosa; Billy Carmichael, Enterprise; James L. Rogers, Montgomery; H. V. Smith, Alexander City; Bertie Stubbs, Montgomery; Kenneth Harris, Ken's Drive-In, Brundridge; William Hilliard, Tuskegee; F. G. Sasser, Brantley; Woodrow W. Ruff, Notasulga; Red Ligon, Montgomery; O. C. Wood, Andalusia; Harold Peeples, Eclectic.

Also Finley Duncano, Duncan Amusement, Valparaiso, Fla.; J. Leon Brown, Magic City Music Co., Birmingham; Leon Clark, Clark's Drive-In, Pratt City; Joe Byrd, Walker Byrd, Joe Byrd Furniture, Luverne;

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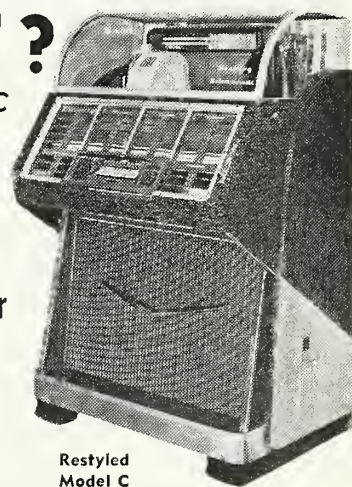
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## Nebraska Music Op Meet Changed To Sept. 16 & 17

OMAHA, NEBR.—Howard N. Ellis, secretary-treasurer of the Music Guild of Nebraska, advised this past week that there has been a change in dates of the next scheduled meeting at the Evans Hotel in Columbus, Nebraska. The dates previously set for September 2 & 3, have been re-scheduled for Saturday and Sunday, September 16 and 17.

## WEEKLY SPECIALS!

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WANT—Wms. Ten Pins, Ten Strikes and Nags. Send list to: IMPERIAL COIN MACHINE COMPANY, 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—New 45 RPM records that have appeared on the Cash Box Top 50 within the last 6 months. We pay 15¢ to 18¢. Can use any quantity. KAY ENTERPRISES, 659 N.E. 123RD ST., NORTH MIAMI, FLORIDA. (Tel. PL 7-8061).

WANT—Will pay cash for all late Guns, all late Arcade Machines. State lowest price in first letter. MIKE MUNVES CORP., 577 TENTH AVE., NEW YORK 36, N.Y. (Tel. BRyant 9-6677).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Bingo Games, Gottlieb Pins 1957 up, Lotta-Funs. Wire, write or phone. SCOTT CROSSE CO., 1641 NO. BROAD, PHILADELPHIA, PA. (Tel. CE 6-4444).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD

WANT—Records, 45's and LP's, new only. Please give full details first contact to avoid delay and assure quick deal. HARRY WARRINER, KNICKERBOCKER MUSIC CO., 453 MCLEAN AVE., YONKERS, N. Y. (Tel. GRreenleaf 6-7778).

WANT—To purchase surplus 45's, LP's, EP's. No quantity too large or small. Store stock included. Advise in first letter quantity and description. HAM-MIL DISTRIBUTORS, 1520 NO. BROAD ST., PHILADELPHIA 21, PA. (Tel. PO 3-0585).

WANT—To purchase 5,000,000 new records, all speeds. We prefer large quantities and will buy for cash. Top prices offered. No Juke Box Records. Write to: RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK, N. Y. (Tel. General 2-1650), JESSE SELTER, Pres.

WANT—Will buy—Bingos, Shuffle Alleya. Bowlers, any amount of Phonographs. LEW JONES DISTRIBUTING COMPANY, INC., 1301 N. CAPITOL AVE., INDIANAPOLIS INDIANA.

WANT—Mills Panoramas. Also Parts. Advise Best Price. WESTERN DISTRIBUTORS, 3126 ELLIOTT AVE., SEATTLE, WASHINGTON. (Tel. Garfield 3585).

WANT—Arcade pieces, Baseball games, Hockey, Basketball, Cranes, Diggers, Ray Guns, Rifle Galleries, Autotest, Pinballs, etc. DUARTE INTERNATIONAL SALES, 835 E. 31ST., LOS ANGELES 11, CALIFORNIA.

WANT—Are regular buyers late Bingos, Gottlieb 2-4 players, Seeburg V-200, unshopped but of course complete working order, packed in original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR 23, ANTWERP, BELGIUM. (Tel. 33-81-33).

WANT—Used or new 45 RPM Records. Top price for records not over 6 months old. Interested in regular monthly shipments. HARMONY RECORDS, 651 N.E. 164TH ST., NORTH MIAMI BEACH 62, FLA. (Tel. WI 7-6775).

WANT—Your used or surplus records all speeds. We buy all year 'round, and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DISTRIBUTORS, INC., 821 NORTH MAIN ST., PROVIDENCE, R.I. (Tel. Union 1-7500, Jackson 1-5121).

WANT—Arcade Equipment of all kinds. Kaye Duques Wild; United & Chicago Coin Big Ball Bowlers. State quantity and best price in first letter. MONROE COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO. (Tel. Superior 1-1600).

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALLY RECORDS, 17725 N. W. 8TH PLACE, MIAMI 69, FLA.

WANT—AMI 120 and 200 Phonographs, Hideaways, Selection Boxes, Steppers, Late model Gottlieb Pin Games; 5¢ & 10¢ Counter Games. Write stating quantity condition and best cash price. ST. THOMAS COIN SALES LTD., 669 TALBOT ST., ST. THOMAS, ONT., CANADA. (Tel. Melrose 1-9550).

WANT—Exhibit's IOU, Selectem and Horseshoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—For Resale—Autophoto Model 12 or 14; National Cigarette Vendors, 11 or 13 column; Midway, Joker's Walk; Midway Deluxe Bazooka Gun; Bally Brite Spots. Give condition and lowest price. CONTINENTAL COIN, 1827 ADAMS, TOLEDO, OHIO. (Tel. HI 8-3359).

WANT—All types of music. Bally Bingos, Wms. Pins, Gottlieb Pins, all types of Shuffles, Bowling Alleys, Rifles, Arcade Vending. Quote prices, FAS, U.S.A. Port. State condition. BOX #540, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

WANT—22 ft. American or Rock-Ola Shuffleboards. Give condition and price asked. STATE AMUSEMENT CO., 1531 BROADWAY, TACOMA 2, WASH. (Tel. Fulton 3-2822).

WANT—Bally County Fairs, Laguna Beach, Roller Derby, advise price & condition. For resale. TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT, TOLEDO, OHIO (Tel. CH 3-7191).

WANT—We need great quantities of Bally Bingos. Quote us your lowest prices F.O.B. nearest seaport U.S.A. P.V.B.A. VERHEDA. KRONEN-BURGSTRAAT 94, ANTWERP, BELGIUM. (Cable address: VERHEDA).

WANT—Bingos, Big Shows, Show Times, Key West, Miss America, Sun Valley, Cypress Gardens, Double Headers and all other late Bingos, in quantity. CLEVELAND COIN MACHINE EXCHANGE, 2029 PROSPECT AVE., CLEVELAND, OHIO. (Tel. TO 1-6715).

WANT—Un. Triple Plays. FOR SALE—Bally Golf Champs, Sun Valley, Key West, Big Show, Surf-Club, Variety, Triple-Strike, & Un. 3-4-5's. Make offer. NOBRO NOVELTY CO., 142 DORE ST., SAN FRANCISCO 3, CALIF. (Tel. MA 1-5438).

WANT—To Buy for Resale—Wurlitzer 1900, 2104, 2204; Seeburg R & L; Gottlieb Pinballs from 1958 on. ACTIVE AMUSEMENT MACHINE CO., 666 NO. BROAD ST., PHILADELPHIA 30, PA. (Tel. Poplar 9-4495).

WANT—Twin Super Wild Cats and late Gottlieb Pin Games, quote us your best price, any quantities. KAY'S MUSIC SERVICE, 147 COLUMBIA AVE., VANDERGRIFT, PA. (Tel. Vandergrift 1884).

WANT—Rowe Cigarette Vendors; 14 Column Ambassadors; 20 Column 700; Seeburg VL & KD; National 22 column Cigarette Vendor; Wms. Ten Pins & Ten Strike. Quote best price. DAVE LOWY & COMPANY, 652 TENTH AVE., NEW YORK 18, N.Y. (Tel. LT 1-1033).

WANT—2 Seeburg Bear Gun, 2 Seeburg Coon Hunt, 2 Bally Champion Horse, Bingos, Seeburg Juke Boxes, T.G.A., 60 RUE VAN SCHOOR, BRUSSELS 3, BELGIUM. (Cable —JEUMATE-BRUSSELS).

WANT—New or used 45 RPM Records that have been on the Cash Box Top 100 in the last 6 months. We pay 12¢ to 15¢ and can use 100 of a number. We pay the freight. VISTA RECORDS, 1004 GLENMERE ROAD, VISTA, CALIF.

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHN'S DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. Cherry 1-0087.

WANT—Mechanic A-1 on pinballs & music. No drifters. Send all details in first letter, plus picture and references. FOLLETT MUSIC CO., 180 SO. HOWARD ST., SPOKANE 4, WASH. (Tel. Madison 4-8585).

WANT—Panoramas and Panoram parts. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. Hemlock 1-1730).

WANT—New (salvage, overrun, scrap) 45 RPM singles, kiddy & 12" long play records, also juke box records. We are top promotional record house in the business, see us first. NATIONAL BAG-O-TUNES, INC., 224-09 LINDEN BLVD., CAMBRIA HEIGHTS 11, NEW YORK. (Tel. AR 6-6333) BEN JACOBS, DAN WANCIO.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested in all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRL, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EUROPE-BRUSSELS).

WANT—Late 1, 2, 4 player Five Ball Amusement Machines. COIN MACHINE EXCHANGE, 4605—127TH SW., TACOMA 99, WASH. (Tel. JU 8-7153).

WANT—Wurlitzer Models 1700-1800-1900-2104-2250-2150-2300 and 5250 wall boxes; Seeburg Models C & R and 3W1 wall boxes; Rock-Ola Models 1438-1446-1448. EQUIPMENT DISTRIBUTORS, INC., 1611 VIRGINIA BEACH BLVD., NORFOLK, VA. (Tel. MA 7-8129).

WANT—Used Records, 45 rpm, no quantity too large or small. Highest prices paid. INTERBORO MUSIC CO. INC., 433 WEST 45TH ST., NEW YORK 36, N. Y. (Tel. Judson 2-2363).

WANT—Will pay cash for Music—Wurlitzer 1700, 1800, 1900, 2104, 2200; Seeburg—Positively can use every model from A to G; AMI D-80, E-80, E-120; Rock-Ola 1455, 1448; Mills Panoramas, Bally Bingos, Bally Lotta Fun, Bally Skill Score & Skill Roll, Williams Ten Strike, Gottlieb & Williams Fiveballs. We have over 100 used guaranteed Vending Machines.

## FOR SALE

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. Market 4-3297).

FOR SALE—Bring your old Juke Boxes up to date with sound reverberation. 1961 tone quality for \$44.95. Easy to install, write: HASTINGS DISTRIBUTING CO., 6100 WEST BLUEMOUND RD., MILWAUKEE 13, WISCONSIN.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 12, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—Laguna Beach \$570.; Sea Island \$350.; Touchdown \$395. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).

FOR SALE—Pool Table Supplies at reasonable prices. 48" Cue Sticks \$18. doz.; 52" size \$21 doz.; Extra Live 6 Pkt. Cushions \$22. set for Reg. Bumper Pool \$11.95 set. CHAMPION DIST. CO., 3451 N. MILWAUKEE, CHICAGO 41, ILL. (Tel. Avenue 6-6751).

FOR SALE—Attention Importers! All makes and Models Phonographs—Seeburg, AMI, Wurlitzer, Rock-Ola. Clean. Ready for shipment. We specialize in Export. Exclusive Seeburg Distributors in New York, New Jersey, Connecticut. ATLANTIC NEW YORK CORP., 843 TENTH AVE., NEW YORK 19, N.Y. (Tel. Plaza 7-3140, Cable: ATLANT-YORK).

FOR SALE—Seeburg C-100 \$225.; Seeburg G-100 \$350.; Seeburg R-100 \$400.; Seeburg 225SH \$750.; Wurlitzer 2000 \$360.; AMI H-200E \$465. Above equipment shipped and ready for location. BELMONT MUSIC CO., 116-118 N.E. GLENDALE AVE., PEORIA, ILL. (Tel. 674-5868 — 676-4424).

FOR SALE—Seeburgs; Q100, write: 222SH (160) \$775.; KD-200 \$395.; VL-200 \$345.; M100C \$250.; \$245., (converted \$295.); 201 \$675.; M100B \$150.; AMI H-200 \$350.; 1-120 \$400.; G-200 \$245.; Rock-Ola: 1455-D \$375.; Wurlitzer: 2200 \$495.; 1700 \$225.; 1800 \$275.; Mark II \$75. (Cigarette Machine). Call or write: G. K. GABRIELSON & CO., 724 MEMORIAL DRIVE, S.E., ATLANTA 16, GA. (Tel. Jackson 5-7441).

FOR SALE—9 Un. Playmate Rebounds \$50. ea.; Chicago Coin, United Small Ball Bowlers \$125.; Regulation \$200.; 5 C. C. Bulls Eye Drop Ball used \$125, new \$250.; Williams Hercules Crusader and Titan Guns, used, write for price; all models AMI Phonos, lowest prices. Write or call: CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS 3, MO. (Tel. MA 1-3511).

FOR SALE—Routes. 2204 Wurlitzer, 50¢, \$475.; 2000 Wurlitzer \$325.; 1900 Wurlitzer \$350.; Genco Fun-Fair \$75.; Genco Show-Boat \$75.; Vendo Coin Changer \$25.; Dodge City, 1¢ or 5¢, \$50. CLOER DISTRIBUTING CO., 1613 MAIN, JOPLIN, MISSOURI. (Tel. Mafair 3-4202).

FOR SALE—Or trade for Gottlieb Games—AMI K-100A; AMI J-120, AMI I-200, AMI H-120, AMI G-200, AMI G-80, AMI F-120, AMI I-120; Seeburg M-100C; Wurlitzer 1900, Wurlitzer 1800; Rock-Ola 1448. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH.

FOR SALE—Large assortment of arcade equipment. Phone collect or write for a Swap Deal. REDD DISTRIBUTING COMPANY, INC., 126 LINCOLN ST., BRIGHTON 35, MASS. (Tel. Algonquin 4-4040).

FOR SALE—Bally Skill Derby, 8. smpl. \$325.; Wms. King Swat \$95.; AMI D-40, 45 RPM \$65.; Several used Kiddie Rides at lowest price anywhere. Send for our bargain list of good used equipment. GRECO BROS. AMUSEMENT CO., INC., 1288 BROADWAY, ALBANY 4, N. Y. (Tel. HO 5-0228).

FOR SALE—Have 20 Panorams, like new with films. Write, wire, phone: UNITED EAST COAST CORP., 583 TENTH AVE., NEW YORK 36, N. Y. (Tel. Pennsylvania 6-6680).

FOR SALE—New and Used Coin Machines, shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).

FOR SALE—All new 45 RPM records, packed 100 assorted per carton, \$12.50 per 100. All known artists. Trial order will convince these are best lots on market. Satisfaction guaranteed. C & S ENTERPRISES, INC., 1628 BEDFORD AVE., BROOKLYN, N. Y.

FOR SALE—Used jukebox records. We have steady source of supply. Quote best prices. No Race Records. LIEBERMAN MUSIC COMPANY, 257 PLYMOUTH AVE., NO., MINNEAPOLIS, MINNESOTA.

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. PIONEER VENDING, INC., 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel. MONTana 1-5000).

FOR SALE—Attention Exporters—The vending business is lucrative—the market untouched. We have a complete line of vending equipment—new and used. Write for best prices and possible exclusive distributing rights to: SHELDON SALES DISTRIBUTING CORP., 881 MAIN ST., BUFFALO 3, N.Y. (Tel. TT 5-9106).

FOR SALE—Hi-Speed Super Fast Shuffle Board wax. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin, J. H. Keeney. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. Olympia 8-4912).

FOR SALE—Mills & Jennings Fruit Machines for export, A-1 condition. Brown, Blue & Chrome Fronts, Q.T.'s, Black Cherries, Jewel Bells, Melins, Tokens, Black & Gold, Blue Bells, Twenty-one Bells, Standard Chief, etc., Deluxe Draw Bells, Triple Bells and Bingos; Holly Cranes, BELL DISTRIBUTORS, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

FOR SALE—Bally Heavy Hitter \$249.50; Bally Big Inning \$175.; Keeney Deluxe Leader \$75.; Genco Hi Fly \$75.; AMI 80 and 120 wall boxes \$39.50. DICKSON DISTRIBUTING COMPANY, 631 W. CALIFORNIA, OKLAHOMA CITY 4, OKLA. (Tel. Central 6-3691).

FOR SALE—Uprights, slightly used; Wagon Wheels \$100.; Playballs \$100.; Galloping Dominoes \$120.; Mermaids \$150.; One-ball Games, Beauty Contest \$145.; Eleven Belles \$195.; Also pin games, Joker Balls. Write or phone for prices. PENN COIN-O-MATIC CORP., 821 NO. BROAD ST., PHILA. 23, PA. (Tel. PO 5-2676).

FOR SALE—Or trade—5 Seeburg KD200 at \$395. each, all for \$1750.; 2 Wurlitzers 2000 at \$295. each; Chicago Coin Drop Ball \$150. BIRD MUSIC DISTRIBUTORS, INC., 124 POYNTZ AVE., MANHATTAN, KANSAS.

FOR SALE—Bingo Games, Rock-Ola Fireball 1436 A's; 4 Player Majestic \$195.; 100 Record Seeburg Boxes; Late Model Holly Crane. HALLGREN DISTRIBUTORS, INC., 1626—3RD AVE., MOLINE, ILLINOIS.

FOR SALE—Used machines of all models, as is or shipped and ready for locations. AUTOMATIC MUSIC DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel. Forest 5-3456).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Williams, Bally, DeGrenier and Genco. TARAN DISTRIBUTING, INC., 2401 N.W. 36th ST., MIAMI 42, FLA. (Tel. Newton 5-2531).

FOR SALE—Closeout sale—Seeburg C-100 parts; Domes @ \$7.50 ea.; Pilasters @ \$10 a set (2); Chromed glass Rods @ 75¢ ea. Glass Side Panels \$1 each. ATLAS DISTRIBUTORS, 1024 COMMONWEALTH AVE., BOSTON 18, MASS. (Tel. Regen 4-1384).

FOR SALE—Millions of extra coins are taken from clean machines. Clean right with Lemonite. Southwestern Music Co., Carrizozo New Mexico, uses and sells Lemonite. Tr. New Lemonite Liquid Cleaner. GRACCO SALES CO., ARLINGTON, TENNESSEE

FOR SALE—United Eagle S.A. and Ball, Lucky Shuffle @ \$295. ea.; WANT—Gottlieb Flipper. MOHAWK SKILL GAMES CO., 6 SWAGGETTOWN ROAD, SCHENECTADY NEW YORK.



## CLASSIFIED ADVERTISING SECTION

**FOR SALE**—Have several fine routes for sale. Liberal financing to responsible parties. **MID-WEST DISTRIBUTORS**, 709 LINWOOD BLVD., KANSAS CITY, MO. (Tel. WEatport 1-8776.)

**FOR SALE**—6 Pocket Pool Tables, excellent shape \$150.; 14' Bowlers \$195.; Blinks \$185.; Skee Balls \$125.; Bowlette 14' \$175.; Rebound Shuffles \$49.50. Write or wire today. **PURVEYOR DISTRIBUTING CO.**, 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. JUNiper 8-1814.)

**FOR SALE**—6 Pocket Pool Tables—Fischer, new slates, new cushions, all new accessories, completely reconditioned and finished like new—73" x 45" \$160.; 90" x 50" \$260.; ChiCoin Drop Ball \$125.; Wms. 6-Player Major League Baseball \$95.; Wms. Del. Baseball \$75.; ChiCoin Twin Bowler \$95.; Genco Wild West and Big Top \$175.; United Sky Raider \$195.; Bally Golf Champ \$125. **H. BETTI & SONS**, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. UNION 3-8584.)

**FOR SALE**—A real opportunity, complete Kiddieland and Amusement Park. **CALL: JOHN BILOTTA**, NEWARK, NEW YORK. (Tel. DE 1-1855.)

**FOR SALE**—Quality coin operated amusement equipment shipped from London or U.S., world's lowest prices. American, British, Continental machines. Complete parts stockists. Leading exporters everywhere. Write or cable—**CHICAGO AUTOMATIC**, 10 COLE STREET, LONDON, S.E. 1, ENGLAND.

**FOR SALE**—Records. New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. **SID TABACK RECORDS**, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnklrk 3-8735.)

**FOR SALE**—Relays—low cost, high quality, general purpose open style, made to your specifications. Short run or specialty. Also electrical harnesses and switch stack assemblies. **MARVEL MANUFACTURING CO.**, 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424.)

**FOR SALE**—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. **EASTERN NOVELTY DISTRIBUTORS**, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. UN 3-8574.)

**FOR SALE**—Close Out—18 Cigaromat Machines with stands, like new. **SEACOAST DISTRIBUTORS, INC.**, 1200 NORTH AVE., ELIZABETH 4, N. J. (Tel. BIGelow 8-3524-5.)

**FOR SALE**—Call or write for the lowest prices on all Bally Bingos. Each game given special attention & ready for your locations. **NASTASI DISTRIBUTING CO.**, 912 POYDRAS ST., NEW ORLEANS 12, LA. (Tel. 523-6386.)

**FOR SALE**—Make your offer, all or part. Bear Gun, Globe Trotter, Novelty, Sportland Gallery, Big Top, Rifle Gallery, Jungle Gun, State Fair, Goatee, Jet Bowler, Champion Bowler, Hi Fly World Series, Pennant Base Ball. **S.R.V. MUSIC COMPANY**, BOX 352, PAYETTE, IDAHO.

**FOR SALE**—Used Bally Bingos; Used Seeburg Model E-1 @ \$275. **GLOBE DISTRIBUTING COMPANY, INC.**, 1623 N. CALIFORNIA AVE., CHICAGO 47, ILL. (Tel. ARmitage 6-0780-81.)

**FOR SALE**—Counter Games Zipper, plays 1-5-10-25¢ last coin shows. 12" wide, 17" high, 9" deep. Price \$44.50 each. If check or money order accompanies order we will prepay any place in U.S. **WESTERN DISTRIBUTORS**, 1226 S.W. 16TH AVE., PORTLAND 5, ORE. (Tel. CAPitol 8-7565.)

**FOR SALE**—Seeburg C-100 @ \$175.; Wurlitzer 2000 @ \$395.; 1800 @ \$295.; 2300 @ \$795.; 2100 @ \$425.; 2200 @ \$650.; AMI: 1-200 @ \$495. 1/3 deposit, balance C.O.D. **NORTHWEST SALES CO. OF OREGON**, 1040 S.W. 2nd AVE. PORTLAND 4, ORE. (Tel. CAPitol 8-6557.)

**FOR SALE**—Williams Royal Crown, Williams Jolly Joker, Genco State Fair Gun, Midway Bazooka Gun. **SALINA MUSIC & AMUSEMENT CO.**, 210 SO. FIFTH ST., SALINA, KANSAS.

**FOR SALE**—Export Buyer's Bargain—Seeburg KD200's \$350. each in lots of ten; \$75. in lots of five; \$395. single order. All machines clean and ready for location. We stock all makes and model used phonograph and vending equipment. **MARTIN AND SNYDER CO.**, 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300.)

**FOR SALE**—Call or write our nearest office for best prices on New and Used equipment. **TRI STATE DISTRIBUTING CO.**, P. O. BOX 615, ROME, GA. (Tel. 234-7123) or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-1858).

**FOR SALE**—United 13' Teammate B.A. \$625.; 16' Playtime B.A. \$545.; 16' Bonus B.A. \$375.; 16' Jumbo B.A. \$295.; 14' & 11' Bowling Alley \$95.; DeLuxe Flash S.A. \$450.; Atlas S.A. \$325.; Eagle S.A. \$325.; Regulation S.A. \$175.; Comet Targette \$95.; Venus Targette S.A. \$95.; Shuffle Targette \$95.; ChiCoin 14' Bowling League \$95.; Championship S.A. \$175.; Bally 16' ABC Tournament B.A. \$175.; All Star Deluxe Bowler \$95.; Midway Shooting Gallery \$350. **CENTRAL OHIO COIN MACHINE EXCHANGE, INC.**, 858 NO. HIGH ST., COLUMBUS 15, OHIO. (Tel. AXminster 4-3529.)

**FOR SALE**—Specials—Bally Beauty Contest \$85.; Beach Queens \$125.; Games, Inc. Trail Blazer \$395.; Super Wildcat \$365.; Wildcat \$165.; Double Shot \$75.; Auto-Bell Circus Wagon Wheel \$65.; Galloping Dominoes \$60.; Circus Play Ball \$50.; Keeney Red Arrow \$345.; Criss Cross Diamond \$165.; Little Buckaroo \$145.; Rush Deposit; **MICKEY ANDERSON AMUSEMENT COMPANY**, 314 EAST 11TH ST., ERIE, PA. (Tel. GLendale 2-3207.)

**FOR SALE**—Moving, must sell—2 AMI Hideaways Model E; 40 AMI wall boxes; 50-100 record Seeburg Wall Boxes, make offer. **PENNSYLVANIA MUSIC CORP.**, 1224 BROWN-VILLE ROAD, PITTSBURGH 10, PENNA.

**FOR SALE**—Bally Acapulco \$725.; Bally County Fair \$550.; Keeney Popcorn Vendor \$245.; Rowe 7 Col. Candy \$125.; Bally Little Champion (new), write; Bally Jamboree (new), write; Bally 14 ft. Lanes \$95.; CC Bowling Leagues \$95.; CC Classic \$250.; Bally Speed Bowler S.A. \$245.; CC Batter up \$175.; Little Buckaroo \$195.; Double Shot \$95.; Gun Smoke \$95.; Touchdown \$195.; Rock-Ola 1465 (new), write; Rock-Ola 1475 \$645.; Rock-Ola 1465 (used) \$445.; AMI G-200 \$225.; Wurlitzer 2150 \$325. **LAKE CITY AMUSEMENT CO.**, 4533 PAYNE AVE., CLEVELAND 3, OHIO. (Tel. HENDERSON 1-4100.)

**FOR SALE**—10 coin operated radios \$175.; Bally Moon Raider \$175.; 20 ABC Challengers \$400.; New Kicker & Catcher \$40.; 2 Mills-Panorams working \$500. **ABC COIN**, 5029 SO. PRESA, SAN ANTONIO, TEXAS.

**FOR SALE**—Available for immediate shipment: Speed Bowlers \$375.; Jumbo Bowler \$175.; Late pins and Guns, D & P MUSIC, 27 E. PHILADELPHIA ST., YORK, PA. (Tel. 81846.)

**FOR SALE**—Sportsmans \$225.; Touchdowns \$165.; Criss Cross Diamonds \$185.; Dlx Big Tents \$150.; Big Round Ups \$135.; Double Shots \$110.; Super Big Tents \$85.; Big Tents \$75.; Hunter \$75.; PlayBall \$75. **D & L COIN MACHINE COMPANY**, 414 KELKER ST., HARRISBURG, PENNA. (Tel. CEDar 4-1051 & Cedar 4-2235.)

**FOR SALE**—Shuffle Alleys, Bally ABC Deluxe \$135.; United Handicap \$100.; United Leader \$75.; United Bowling Alley (small ball bowler) \$100. **CAPITOL-RELIABLE COIN MACHINE CO.**, 184 WINDSOR ST., HARTFORD, CONN. (Tel. JA 7-8511.)

**FOR SALE**—Special—Bally: Roller Derbys \$640.; Touchdowns \$400.; Show Times \$120.; Miss Americas \$165.; DeLuxe Skill Parades \$125.; Skill Scores brand new in orig. crates \$119.50. DeLuxe Jumbo Bowler \$535.; Sharp-shooter Guns all with new non-chip plastic targets \$375. **Williams: Space Age \$50. NEW ORLEANS NOVELTY COMPANY**, 115 MAGAZINE STREET, NEW ORLEANS, LA. (Tel. JACKson 2-5306.)

## MISCELLANEOUS

**MISCELLANEOUS—NOTICE**—Ace and Duo Locks. Prompt shipment, protect your cash boxes. Buy locks with registered key number. No one within five hundred miles of you can obtain your registered key. Immediate delivery. **BLOCK MARBLE CO.**, 1425 NO. BROAD, PHILADELPHIA, PA.

**MISCELLANEOUS**—Restyled cabinet exchange on Model 100 B & C. Also restyle kits for Model 100 B-C-G-W & R. **SUN REFINISHING COMPANY**, 201 E. DAGGETT, FT. WORTH, TEXAS. (ED 2-4935.)

**NOTICE**—Burglar Alarm for coin operated equipment operates on flashlight battery. Sensitive to tampering, 100% protection. Installed quickly. Powerful alarm. Instructions. \$3.00, three \$9.00, Dzen \$33.00. Quantity prices to distributors. **BLOCK MARBLE CO.**, 1425 NO. BROAD ST., PHILADELPHIA 22, PA.

## Manufacturers New Equipment

Products listed here are currently in production. Prices are manufacturers' list prices, F.O.B. factory. Where no prices are listed, the manufacturers have not authorized price publication.

### AMI, INC.

Continental 2-200 STEREO ROUND\* with Automix, 200 Sel. Stereo Phono. Continental 2-200 Monaural (no Automix) 200 Sel. Monaural Phono. Continental 2-100 STEREO ROUND\* with Automix, 200 Sel. Stereo Phono. Continental 2-100 Monaural (no Automix), 100 Sel. Monaural Phono. (\*STEREO ROUND plays 33-1/3-45 rpm records intermixed) HAC-200—Hideaway, 200 Sel. Monaural or Stereo WQ-120 120 Sel. W. B. .... WQ-200 200 Sel. W. B. .... KO-200-1 200 Sel. W.B., Dual Price Play WQ-200-3 200 Sel. W. B., Dual price Play, 4-Coin Rejector ..... Bar Grip W. B. Mounting Bracket .... EX-600 Cylindrical Wall Spkr. .... L-2130 Ceiling Spkr., Choice of Grille Types Listed L-2135 Random Pattern Grille .... L-2136 Uniform Pattern Grille .... L-2137 Circular Flush-Mount Grille Remote Vol. & Cancel Cont., St. or Mo.

### AUTO-PHOTO CO.

Model 12 Studio .....\$3,245.00

### BALLY MFG. CO.

Bally Bowler .....\$1,142.00 Bikini (Bingo) .....\$1,142.00 Marksman (Pistol-Target) ...\$ 685.00 Barrel-O-Fun '61 (Replay) ... 855.00 Fun Spot '61 (non-replay) ... 855.00 Pony Twins (Kiddie Ride) .. 705.00 Toonerville Trolley ..... 865.00 The Champion (all metal cab) 865.00

### CHICAGO COIN MACHINE

Triple Gold Pin Shuffle ..... Pro Basketball ..... Pro Hockey ..... Wild West ..... Princess Bowler ..... Commando Machine Gun ....

### EXHIBIT SUPPLY CO.

Card Vendor .....

### FISCHER SALES & MFG. CO.

Imperial VII ..... Imperial VI ..... B-7 ..... B-6 ..... Fiesta Pool (Bumper) .....

### J. F. FRANTZ MFG. CO.

New Frontier (Counter Pistol) Dodge City (Counter Pistol) . Kicker & Catcher ..... ABT Challenge Pistol ..... ABT Guesser Scale ..... ABT Rifle Sport ..... Aristo Scale .....

### GAMES, INC.

Twin Trail Blazer .....

### D. GOTTLIEB & CO.

Lancers, 2-Plyr.

### IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series Mark I, 77x45; Mark II, 82x46; Mark III, 93x52; Mark IV, 106x58. Satellite, 77x45. .... Deluxe Klub Pool, 56x40 ....

### J. H. KEENEY & CO., INC.

Flash Back ..... Old Plantation ..... Black Dragon ..... Sweet Shawnee ..... Deluxe Red Arrow ..... Twin Red Arrow ..... Red Arrow ..... Popcorn Vendor .....

### REDD DISTRIBUTING CO., INC.

Skill Cards ..... \$135.00

### ROCK-OLA MFG. CORP.

1488 120 Sel. .... Model 1493 100-sel. Princess stereo-mon. phono. 1495 200 Sel. .... 100 Wall Phono—100 Sel. .... 1622 Stereo Twin Speakers ... 1623 StereoTwins jr. spkrs. 1623 Hi Fidelity Extension Speakers ..... 33 1/3-45 rpm Mech-O-Matic intermix play Dual-speed turntable 1950 Remote Vol. Cont. with Cancel Button 50¢ 1972 Reverba-sound kit 1554 100-sel. wall box Coin Chute Available for All Models

Dual Credit Unit Available for 200 Sel. Model 1485

1555 Dual W.B. for 120 or 200 Sel. 1745 Receiver unit

### THE SEEBURG CORP.

AY160S—Stereo 160 selection phonograph. Half dollar, remote control, optional. AY100S—Stereo 100 selection phonograph. Half dollar, remote control optional. Y100M—Monaural 100 selection phonograph. Half dollar, remote control, optional. 3W100—Wall-O-Matic 100 Single pricing S3W160—Wall-O-Matic 160 Single pricing TW1—Twin stereo wall speakers TC1—Twin stereo corner speakers TR1—Twin stereo recessed speakers. EBTC1-12—Twin stereo extended bass—12" corner speakers. PRVC-2—Powered remote volume control CC-2—Coin counters PS61Z—Power supply BMS-1—Background music unit plays 1000 selections BMC—Background music compact unit plays 1000 selections BMCA—Background music companion audio E2—Cigarette vendor—Beige or aqua E2XM—Cigarette vendor—beige or aqua—less match dispenser. 4SCD—Cold drink vendor — with crushed ice.

SFB-1000—Fresh brew coffee vendor SFB-500—Fresh brew coffee vendor SM-500—Soluble coffee vendor.

### SOUTHLAND ENGINEERING INC.

Western Trails .....

### UNITED MFG. CO.

Viking Shuffle Alley .....

Frolics Deluxe Bowling Alley ..

### UNITED MUSIC CORP.

UPC-100 Monaural UPC-100S Stereo UPBWB-1, Sel. 3 Wire W. B.

### VALLEY SALES CO.

Model 9000 6 Pkt. Pool Table 50"x90" ..... Bumper Pool Table (2 Models Available) ..... 6 Pocket Pool Table (5 Models Available) ..... WILLIAMS MFG. CO. Double Barrel, 2 Plyr. Standard 75 Pool Table ..... DeLuxe 75 Pool Table ..... DeLuxe 90 Pool Table ..... Ten Spot ..... Hollywood ..... THE WURLITZER COMPANY 2500-S, Stereo, 200 Sel. Phono. 2500, Mono., 200 Sel. Phono. 2504-S, Stereo, 104 Sel. Phono. 2504, Mono., 104 Sel. Phono. 2510-S, Stereo, 100 Sel. Phono. 2510, Mono., 100 Sel. Phono. Steppers available all models Dual pricing on 200 and 100 selections Wall Boxes 5252W.B., 200 Sel. with Dual Pricing & Half Dollar Play 5250 W.B., 200 Sel. 10-25-50¢ 5207 W.B., 104 Sel. 10-25¢ 5202 W.B., 100 Sel. with Dual Pricing & Half Dollar Play 5200 W.B., 100 Sel. 10-25-50¢

### Speakers

5119 High Fidelity Ceiling Spkr.—12" Cone 5122 Stereo Convertible Console Spkr. 5123 Stereo Wall Spkr.—12" Coaxial 5124 Stereo Corner Spkr.—8" Extended Range 5125 Stereo Extender Spkr. (Packed in Pairs) 5126 Stereo Directional Spkr. (Packed in Pairs)

### Hideaway Phonographs

2517-S, Stereo, 200 Sel. 2511-S, Stereo, 104 Sel. 2511-S, Stereo, 100 Sel.

### Steppers

2517, Mono., 200 Sel. 2514, Mono., 104 Sel. 2511, Mono., 100 Sel. 261 Stepper, 200 Sel. 257 Stepper, 104 Sel. 295 Stepper, 100 Sel.





## THIS WEEK'S USED MACHINE QUOTATIONS

NOTE: HIGH and LOW price quotes appearing in Cash Box Price Lists are **WHOLESALE SELLING PRICES**

received each week from various sections of the United States and **DO NOT** necessarily reflect trade-in values on equipment.

Prices tend to vary in different cities due to the status of a particular market, condition of equipment offered, and the general nature of a specific sale.

METHOD: "The Cash Box Price Lists" should be read as follows: First price listed is lowest price quoted for the week; Second price listed is highest price quoted.

## CODE (Numeral Preceding Machine)

- |                             |                                    |
|-----------------------------|------------------------------------|
| 1. Prices UP                | 5. No quotations Last 2 to 4 Weeks |
| 2. Prices DOWN              | 6. No quotations 4 Weeks or Longer |
| 3. Prices UP and DOWN       | 7. Machines Just Added             |
| 4. No change from Last Week | * Great Activity                   |



## A M I

4. D-40, '51, 40 Sel. ....	65.00	95.00
4. D-80, '51, 80 Sel. ....	110.00	135.00
4. E-40, '53, 40 Sel. ....	75.00	100.00
4. E-80, '53, 80 Sel. ....	145.00	175.00
4. E-120, '53, 120 Sel. ....	145.00	175.00
6. F-80, '54, 80 Sel. ....	200.00	225.00
4. F-120, '54, 120 Sel. ....	245.00	295.00
2. G-80, '55, 120 Sel. ....	275.00	325.00
2. G-120, '55, 120 Sel. ....	275.00	325.00
1. H-200, '57, 200 Sel. ....	275.00	325.00
4. H-120, '57, 120 Sel. ....	445.00	525.00
4. H-200, '57, 200 Sel. ....	400.00	450.00
4. I-100M, '58, 100 Sel. ..	375.00	425.00
4. I-200M, '58, 200 Sel. ...	400.00	495.00
4. I-200E, '58, 200 Sel. ...	550.00	595.00
4. J-200E, '59, 200 Sel. ....	650.00	695.00
4. J-200M, '59, 200 Sel. ...	495.00	595.00
4. J-120, '59, 120 Sel. ....	595.00	650.00

## ROCK-OLA

6. 1436, '52, Fireball, 120 Sel. ....	75.00	95.00
4. 1436A, '53, Fireball, 120 Sel. ....	95.00	125.00
4. 1438, '54, Comet, 120 Sel. ....	175.00	210.00
4. 1446, '54, HiFi, 120 Sel. ....	175.00	225.00
4. 1448, '55, HiFi, 120 Sel. ....	300.00	350.00
6. 1452, '55, 50 Sel. ....	265.00	295.00
4. 1454, '56, 120 Sel. ....	375.00	425.00
4. 1455, '57, 200 Sel. ....	375.00	395.00
4. 1458, '58, 120 Sel. ....	425.00	475.00
2. 1465, '58, 200 Sel. ....	425.00	475.00
2. 1475, '59, 200 Sel. ....	625.00	645.00
4. 1468, '59, 120 Sel. ....	595.00	625.00

## SEEBURG

4. M100A, '51, 100 Sel. ..	75.00	125.00
4. M100B, '51, 100 Sel. ..	150.00	175.00

4. M100BL, '51, 100 Sel., Light Cab .....	185.00	215.00
4* M100C, '52, 100 Sel. ...	200.00	250.00
4. HF100G, '53, 100 Sel. ..	295.00	350.00
4. HF100R, '54, 100 Sel. .	375.00	425.00
6. V160, '55, 160 Sel. ....	225.00	250.00
4. V200, '55, 200 Sel. ....	200.00	225.00
4. VL200, '56, 200 Sel. ...	345.00	395.00
4* KD200H, '57, 200 Sel. .	395.00	425.00
4. L100, '57, 100 Sel. ....	450.00	495.00
4* 201, '58, 200 Sel. ....	675.00	695.00
4. 161, '58, 160 Sel. ....	650.00	675.00
4* 222, '59, 160 Sel. ....	750.00	795.00
4. 220, '59, 100 Sel. ....	725.00	775.00

## WURLITZER

6. 1250, '50, 48 Sel., 45 or 78 RPM .....	49.50	75.00
6. 1400, '51, 48 Sel., 45 or 78 RPM .....	50.00	75.00
6. 1450, '51, 48 Sel., 45 or 78 RPM .....	75.00	95.00
6. 1500, '52, 104 Sel., 45 & 78 Intermix .....	75.00	95.00
4. 1500 A, '53, 104 Sel., 45 & 78 Intermix .....	50.00	75.00
6. 1600, '53, 48 Sel., 45 & 78 Intermix .....	95.00	125.00
6. 1650, '53, 38 Sel. ....	135.00	155.00
6. 1650A, '54, 48 Sel. ....	195.00	225.00
4. 1700, '54, 104 Sel. ....	225.00	250.00
4. 1800, '55, 104 Sel. ....	275.00	325.00
4. 1900, '56, 200 Sel. ....	350.00	375.00
2* 2000, '56, 290 Sel. ....	295.00	325.00
4* 2100, '57, 200 Sel. ....	350.00	395.00
4. 2104, '57, 104 Sel. ....	425.00	450.00
4. 2150, '57, 200 Sel. ....	325.00	375.00
4. 2204, '58, 104 Sel. ....	475.00	525.00
4* 2200, '58, 200 Sel. ....	495.00	540.00
4. 2250, '58, 200 Sel. ....	475.00	525.00
4. 2300, '59, 200 Sel. ....	625.00	675.00
4. 2304, '59, 104 Sel. ....	600.00	650.00
4. 2310, '59, 100 Sel. ....	600.00	650.00



## BALLY

4. Ballerina (6/59) .....	450.00	475.00
4. Barrel-O-Fun (9/60) ..	475.00	525.00
4. Beach Beauty (11/56) ..	50.00	60.00
4. Beach Time (9/58) ...	225.00	250.00
4. Beauty Contest (1/60) ..	125.00	150.00
4. Big Show (9/56) .....	60.00	85.00
4. Broadway (12/55) ....	50.00	75.00
6. Carnival (11/57) .....	75.00	100.00
4. Carnival Queen (11/58) ..	250.00	300.00
4. Circus (8/57) .....	90.00	95.00
4. County Fair (10/59) ..	550.00	575.00
4. Crossroads (1/56) ....	50.00	75.00
1. Cypress Gardens (6/58) ..	195.00	225.00
6. Double Header (7/56) ..	50.00	65.00
4. Key West (12/56) ....	65.00	85.00
4. Laguna Beach (3/60) ...	575.00	590.00
4. Lotta-Fun (9/59) .....	375.00	425.00
4. Miami Beach (9/54) ..	45.00	60.00
4. Miss America (2/58) ..	110.00	135.00
4. Night Club (4/56) ....	50.00	60.00
4. Parade (6/56) .....	50.00	60.00
4. Queens Beach, Island Tropic (3/60) .....	325.00	350.00
4. Roller Derby (6/60) ..	675.00	725.00
4. Sea Island (2/59) ....	355.00	375.00
1. Show Time (3/57) ...	75.00	120.00
4. Sun Valley (7/57) ....	100.00	125.00
6. Target Roll (1/58) ...	150.00	175.00
2. Touchdown (11/60) ..	400.00	450.00
4. U.S.A. (8/58) .....	175.00	195.00

## 4. Miss Annabelle 1P

(8/59) .....	200.00	225.00
4. Picnic 2P (10/58) ....	160.00	200.00
4. Queen of Diamonds 1P (6/59) .....	195.00	225.00
4. Race Time 2P (3/59) .	200.00	250.00
4. Rocket Ship 1P (5/58) ..	125.00	150.00
4. Roto Pool 1P (7/58) ..	125.00	150.00
4. Royal Flush (5/57) ...	65.00	100.00
4. Seven Seas 2P (1/60) .	250.00	275.00
4. Silver 1P (10/57) .....	115.00	150.00
4. Sittin' Pretty 1P (11/58) .....	150.00	180.00
4. Spot-A-Card 1P (8/60) ..	250.00	300.00
4. Straight Flush 1P (12/57) .....	100.00	150.00
4. Straight Shooter (2/59) ..	160.00	190.00
4. Sunshine 1P (10/58) ..	170.00	195.00
4. Spr. Circus 2P (10/57) ..	150.00	175.00
4. Sweet Sioux 4P (9/59) ..	300.00	350.00
4. Texan 4P (4/60) .....	375.00	425.00
4. Universe 1P (10/59) ..	200.00	225.00
4. Wagon Train 1P (4/60) .....	240.00	295.00
4. Whirlwind 2P (2/58) .	150.00	190.00
4. World Beauties 1P (2/60) .....	225.00	275.00
4. World Champ 1P (8/57) .....	95.00	115.00

## WILLIAMS

4. Casino 1P (10/58) ....	95.00	125.00
4. Club House 1P (10/59) .....	165.00	195.00
4. Crossword 1P (4/59) ..	140.00	175.00
4. Darts 1P (6/60) .....	225.00	250.00
4. Fiesta 2P (12/59) ....	225.00	250.00
4. Four Star 1P (7/58) ..	75.00	100.00
4. Gay Paree (6/57) .....	75.00	95.00
4. Gldn. Bells 1P (9/59) .	150.00	195.00
4. Gldn. Gloves 1P (1/60) ..	175.00	195.00
4. Gusher 1P (9/58) .....	125.00	150.00
4. Jig Saw 1P (12/57) ...	95.00	115.00
4. Jungle 1P (9/60) .....	225.00	275.00
4. Kings 1P (8/57) .....	40.00	50.00
4. Music Man 4P (8/60) .	425.00	450.00
4. Naples 2P (9/57) .....	75.00	95.00
4. Nags 1P (3/60) .....	175.00	225.00
4. Reno 1P (10/59) .....	75.00	95.00
4. Rocket 1P (11/59) ....	150.00	175.00
4. Satellite 1P (7/58) ....	125.00	150.00
4. Sea Wolf 1P (7/59) ...	100.00	125.00
4. Serenade 2P (5/60) ..	275.00	295.00
4. Starfire (1/57) .....	50.00	75.00
4. Steeplechase 1P (11/57) .....	75.00	95.00
4. 10 Strike 2P (1/58) ...	75.00	100.00
4. 3-D 1P (11/58) .....	100.00	125.00
4. Tic-Tac-Toe 1P (1/59) ..	150.00	175.00
4. Top Hat (10/58) .....	75.00	100.00
4. Turf Champ (8/58) ...	95.00	125.00
4. Twenty-One 1P (2/60) .	225.00	250.00





**SHUFFLES and BOWLERS**

## BALLY

### Shuffles

4* ABC Bowler (7/55) ..	145.00	175.00
4. Deluxe model .....	165.00	185.00
4. Congress (7/55) .....	165.00	190.00
4. Jumbo Bowler (9/55) ..	150.00	195.00
4. King Pin Bowler (9/55) .....	200.00	250.00
4. ABC Super Deluxe Bowler (9/57) .....	225.00	300.00
4. AllStar Bowling (12/57) .....	75.00	95.00
4. AllStar Deluxe (2/58) ..	100.00	125.00
4. Lucky Shuffle (9/58) ..	300.00	350.00
4. Star Shuffle (10/58) ..	325.00	450.00
4. Speed Bowler (11/58) ..	245.00	295.00
4. Club Bowler (2/59) ..	375.00	425.00
4. Club Deluxe (5/59) ..	375.00	425.00
4. Monarch Bowler (11/59) .....	495.00	550.00
4. Official Jumbo (3/60) ..	500.00	550.00
4. Jumbo Deluxe (9/60) ..	525.00	575.00

### Ball Bowlers

4. ABC Bowling Lane (1/57) .....	125.00	150.00
4. ABC Tournament Bowler (6/57) .....	195.00	250.00
4. ABC Champion Bowler (10/57) .....	250.00	300.00
4. Strike Bowler (11/57) ..	150.00	195.00
4. Trophy Bowler (4/58) .....	295.00	350.00
4. Lucky Alley (8/58) ...	325.00	395.00
4. Pan American (6/59) ..	600.00	650.00

## CHICAGO COIN

### Shuffles

4. Triple Strike (2/55) ..	100.00	125.00
4. Arrow (2/55) .....	125.00	150.00
4. Criss Cross Targette (1/55) .....	35.00	50.00
4. Bonus Score (4/55) ..	125.00	150.00
4. Hollywood (5/55) ....	125.00	150.00
4. Blinker (8/55) .....	175.00	200.00
4. Score-A-Line (9/55) ..	95.00	125.00
4. Bowling Team (10/55) ..	150.00	195.00
4* Rocket Shuffle (3/58) 1 Player .....	75.00	95.00
4. 2 Player .....	100.00	125.00
4. Explorer Shuffle (6/58) ..	200.00	225.00
4* Rebound Shuffle (12/58) .....	50.00	75.00
4. Championship (11/58) ..	175.00	225.00
4. Double Feature (12/58) ..	295.00	350.00
4* Red Pin (2/59) .....	395.00	425.00
4. Bowl Master (8/59) ...	450.00	495.00
4. 4-Game Shuffle (11/59) ..	450.00	495.00
4* Bull's Eye Drop Ball (12/59) .....	125.00	150.00

## UPRIGHT AMUSEMENT GAMES

4. AB Circus (5/56) ....	100.00	125.00
4. AB County Fair (3/57) ..	100.00	125.00
2. AB Circus Wagon Wheel (12/58) .....	85.00	100.00
2. AB Galloping Dominos .....	75.00	125.00
4. AB Circus Play Ball (4/59) .....	95.00	115.00
4. AB Magic Mirror Horoscope (11/59) ..	200.00	250.00
4. AB Mermaid (3/60) ..	150.00	175.00
4. B Jumbo (5/59) .....	350.00	400.00
4. B Sportsman (6/59) ..	225.00	275.00
4. CC Star Rocket (5/59) ..	245.00	295.00
4. GA Skeet Shoot (1/57) ..	85.00	105.00
4. GA Super Hunter (6/57) ..	100.00	150.00
4* GA Double Shot (4/58) ..	75.00	110.00
2. GA Wild Cat (12/58) ..	175.00	200.00

## Ball Bowlers

4* Bowling League (2/57) ..	100.00	150.00
6. Ski Bowl (11/57) 6 Player .....	50.00	75.00
4. Classic Bowling League (7/57) .....	250.00	300.00
4. TV Bowling League (11/57) .....	250.00	325.00
4. TV (with rollovers) ..	250.00	325.00
4. Lucky Strike (1/58) ..	275.00	325.00
4* Player's Choice (9/58) ..	450.00	525.00
4. Twin Bowler (10/58) ..	395.00	450.00
4. King Bowler (3/59) ..	595.00	695.00
4. Queen Bowler (9/59) ..	625.00	695.00

## UNITED

### Shuffles

6. Clipper (5/55) .....	95.00	125.00
4. DeLuxe model ....	125.00	150.00
6. 5th Inning (6/55) ....	65.00	75.00
4. Capitol (6/55) .....	150.00	175.00
4. DeLuxe model .....	165.00	195.00
6. Super Bonus (9/55) ..	175.00	200.00
6. DeLuxe model ....	195.00	225.00
4. Top Notch (10/55) ...	175.00	200.00
4* Regulation (11/55) ...	175.00	200.00
6. DeLuxe model .....	220.00	245.00
6. 6-Star (10/57) .....	250.00	275.00
4. Midget Bowling Alley (3/58) .....	75.00	100.00
4. Shooting Stars (4/58) ..	100.00	125.00
4* Eagle (5/58) .....	325.00	350.00
4. Atlas (8/58) .....	325.00	375.00
4. Cyclone (10/58) .....	350.00	375.00
4. Niagara (11/58) .....	300.00	350.00
6. Dual (1/59) .....	450.00	495.00
4. Zenith (6/59) .....	450.00	495.00
2. Flash (6/59) .....	450.00	500.00
6. 3-Way (9/59) .....	550.00	595.00
6. 4-Way (12/59) .....	575.00	625.00
2. Big Bonus (2/60) ....	550.00	600.00

### Ball Bowlers

4. Bowling Alley (11/56) ..	125.00	150.00
4. Jumbo Bowling Alley (9/57) .....	295.00	325.00
4. Royal Bowler (12/57) ..	295.00	325.00
4. Pixie Bowler (8/58) ..	100.00	125.00
4. Duplex (11/58) .....	525.00	575.00
4. Simplex (5/59) .....	325.00	400.00
4. Advance (5/59) .....	500.00	550.00
4. League (10/59) .....	550.00	595.00
4. Handicap (11/59) ....	600.00	675.00
2. Teammate (12/59) ...	600.00	625.00
4. Falcon (4/60) .....	625.00	695.00

## WILLIAMS

### Ball Bowlers

4. Roll-A-Ball (12/56) 6 Player .....	90.00	100.00
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**ARCADE EQUIPMENT**

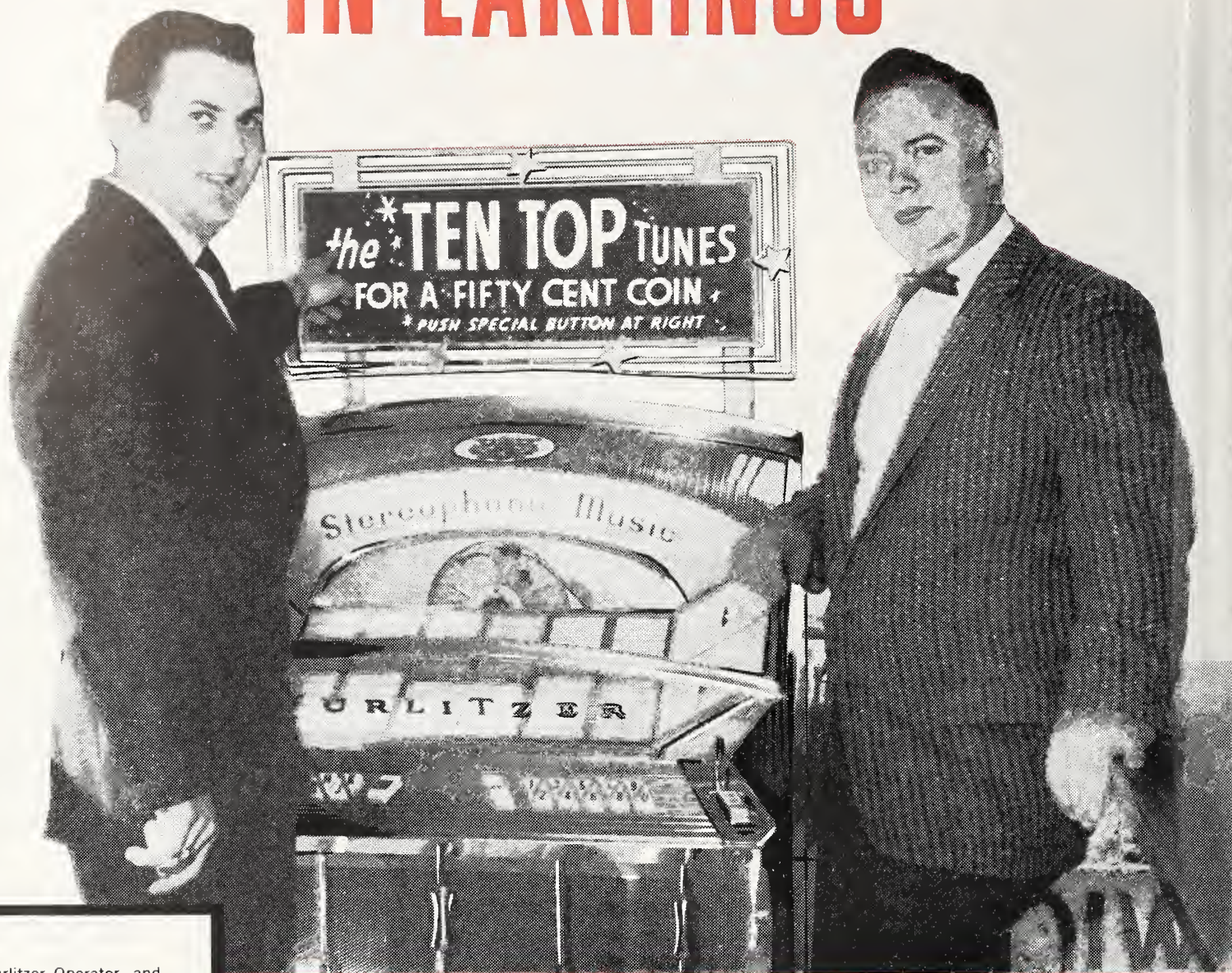
6. ABT 6 Gun Rifle Range	375.00	425.00
6. Air Football .....	112.50	195.00
6. Air Hockey .....	125.00	195.00
4. Auto Photo Model 9 ..	995.00	1200.00
4. B Batting Practice (8/59) .....	300.00	325.00
6. B Undersea Raider ...	95.00	125.00
4. B Derby Gun (2/60) ...	400.00	450.00
4. B Bulls Eye Shooting Gallery (9/55) .....	195.00	250.00
4* B Big Inning (5/58) ...	175.00	195.00
4. B Heavy Hitter (4/59) ..	245.00	275.00
4. B Ball Park (4/60) ...	400.00	450.00
4. B Golf Champ (8/58) ..	150.00	175.00
4. Skill Roll (Upright) (B 3/58) .....	65.00	85.00
4. B Moon Raider (7/59) ..	300.00	325.00
4. B Targets (10/59) ....	250.00	275.00
4. B Spook Gun (9/58) ...	225.00	250.00
4. B Skill Parade (1/59) ..	150.00	195.00
6. B Del. Skill Parade (4/59) .....	195.00	225.00
4. Capitol Midget Movies	100.00	125.00
4. CC Bulleye Baseball ..	175.00	195.00
4. CC Basketball Champ ..	75.00	95.00
6. CC 4-Player Derby ....	95.00	125.00
4. CC Goalee .....	95.00	110.00
6. CC Midget Skee .....	60.00	125.00
6. Super model .....	85.00	130.00
6. CC Big League (5/55) ..	100.00	150.00
4. CC Twin Hockey (5/56) ..	150.00	200.00
4. CC Shoot The Clown ...	350.00	395.00
4. CC Steam Shovel (5/56) ..	85.00	115.00
4. CC Batter Up (4/58) ...	210.00	225.00
4. CC Criss Cross Hockey (10/58) ....	200.00	250.00
4. CC Croquet (8/58) ...	50.00	75.00
4. CC Playland Rifle Gallery (8/59) .....	350.00	400.00
4. Ex Gun Patrol .....	75.00	100.00
4. Ex Jet Gun .....	95.00	125.00
4. Ex Space Gun .....	100.00	125.00
6. Ex Pony Express .....	75.00	125.00
6. Ex Six Shooter .....	55.00	95.00
4. Ex Shooting Gal. (6/54) ..	75.00	95.00
4. Ex Star Shtg. Gal. (9/54) .....	75.00	125.00
6. Ex Sportland Shooting Gallery (11/54) ...	65.00	125.00
6. Ex "500" Shooting Gallery (3/55) .....	110.00	125.00
4. Ex Treasure Cove Shooting Gallery (6/55) ...	210.00	245.00
4. Ex Jungle Hunt (3/57) ..	195.00	225.00
6. Ex Ringer Ball (11/56) ..	35.00	75.00
4. Ex Pop Gun Circus (9/57) .....	225.00	275.00
6. Ge Lucky Seven .....	65.00	90.00
4. Ge Sky Gunner .....	100.00	125.00
6. Ge Night Fighter .....	70.00	140.00
4. Ge 2-Player Basketball ..	125.00	175.00
4. Ge Rifle Gal. (6/54) ...	110.00	135.00
4. Ge Big Top Rifle Gallery (6/54) .....	175.00	195.00
6. Super model (12/55) ..	250.00	275.00
4. Ge Gun Club .....	425.00	450.00
4. Ge Wild West Gutn (2/55) .....	150.00	175.00
4. Ge Sky Rocket Rifle Gallery (5/55) .....	75.00	125.00
4. GE Championship Baseball (9/55) .....	110.00	125.00
4. Ge Quarterback (10/55) ..	50.00	75.00
4. Ge Hi Fly Baseball (5/56) .....	75.00	95.00
4* Ge State Fair Rifle Gal. (6/56) .....	165.00	195.00
4. Ge Davy Crockett (10/56) .....	190.00	225.00
4. Ge Circus Rifle (3/57) ..	225.00	275.00
4. Ge Motorama (10/57) ...	215.00	225.00
4. Ge Gypsy Grandma (5/57) .....	165.00	195.00
4. Ge Snare Age Gun (6/58) .....	150.00	195.00
6. Jungle Joe .....	45.00	125.00
6. Ke Air Raider .....	50.00	150.00
6. Ke Sub Gun .....	50.00	125.00
6. Ke Sportland .....	135.00	150.00
6. DeLuxe model .....	130.00	175.00
4. Ke Ranger (3/55) ....	195.00	210.00
6. DeLuxe model (3/55) ..	190.00	230.00
4. Ke League Leader (4/58) .....	75.00	95.00
6. Ke Sportland .....	135.00	150.00
2. Midway Bazooka (10/60) .....	375.00	425.00
4. Midway Shooting Gallery (2/60) .....	395.00	425.00
7. Midway Sharpshooter (5/61) .....	375.00	425.00
6. Mills Panorama Peek (11/54) .....	250.00	295.00
4. Mu Atomic Bomber ...	65.00	95.00
6. Mu Ace Bombers ....	85.00	125.00
6. Mu Dr. Mobile (Prewar) .....	65.00	125.00
6. Mu Fly Saucers .....	95.00	125.00
4. Muto Lord's Prayer ...	125.00	150.00
6. Mu Photo (Pre-War) ..	100.00	200.00
6. Mu Photo (DeLuxe) ...	195.00	295.00
6. Mu Silver Gloves ....	175.00	195.00
6. Mu Sky Fighter .....	95.00	125.00
6. Munves Squoits (11/57) ..	395.00	495.00
6. Muto Voice-O-Graph Pre-War Model ....	165.00	225.00
6. Post-War Model ...	1,025.00	1,100.00
6. Mu K. O. Champ .....	150.00	245.00
6. Mu Drive Yourself ...	395.00	485.00
6. Mu Bang-O-Rama (4/57) ..	37.50	75.00
4. Philadelphia Toboggan Skee Alley .....	225.00	275.00
6. Scientific Pitch 'Em ...	45.00	125.00
4. Seeburg Bear Gun ....	100.00	125.00
4. Seeburg Coon Hunt ...	100.00	125.00
4. Set Shot Basketball ...	165.00	195.00
4. Telequiz .....	65.00	95.00
4. Un Jungle Gun .....	95.00	145.00
6. DeLuxe model .....	75.00	125.00
4. Un Carn. Gun (10/54) ..	125.00	160.00
6. DeLuxe model .....	85.00	125.00
4. Un Bonus Gun (1/55) ..	165.00	195.00
6. DeLuxe model .....	145.00	175.00
4. Un Star Slugger (7/55) ..	100.00	125.00
4. Un Super Slugger (4/56) .....	100.00	125.00
4. Un Pirate Gun (10/56) ..	200.00	245.00
4. Un Yankee Baseball (3/59) .....	295.00	325.00
4. Un Sky Raider (10/58) ..	225.00	250.00
4. Wm. DeLuxe Baseball (4/53) .....	75.00	95.00
4. Wm. Major Leaguer, 6-Player .....	95.00	115.00
6. Wm Big League Baseball (2/54) .....	100.00	150.00
6. Wm. Jet Fighter (10/54) .....	95.00	145.00
4. Wm. Safari (2/54) ...	175.00	210.00
6. DeLuxe model .....	180.00	265.00
6. Wm Polar Hunt (3/55) ..	150.00	175.00
4. Wm. Sidewalk Engineer (4/55) .....	85.00	105.00
4. Wm. King of Swat (5/55) .....	90.00	125.00
4. Wm. Four Bagger (4/56) ..	125.00	150.00
6. DeLuxe Model .....	195.00	220.00
4. Wm Crane (10/56) ...	60.00	115.00
1. Wm Peppy The Clown (12/56) .....	125.00	150.00
4. Wm 1957 Baseball ....	175.00	245.00
4. Wm Ten Strike (12/57) ..	120.00	150.00
4. Wm Ten Pins (12/57) ..	115.00	150.00
4. Wm Shortstop (4/58) ...	195.00	235.00
4. Wm. Pinchhitter (4/59) ..	295.00	325.00
4. Wm. Vangard (10/58) ..	265.00	295.00
4. Wm. Hercules (2/59) ...	295.00	350.00
4. Wm. Crusader (6/59) ...	295.00	350.00
4. Wm. Titan (8/59) ....	375.00	395.00
4. Official Baseball (4/60) ..	395.00	450.00

## KIDDIE RIDES

4. Bally Champion Horse	375.00	425.00
4. Bally Moon Ride ....	125.00	200.00
1. Bally Space Ship .....	175.00	195.00
4. Bally Speed Boat .....	165.00	295.00
4. Bally Toonerville Trolley .....	400.00	495.00
4. Bert Lane Lancer Horse	225.00	295.00
4. Bert Lane Merry-Go-Round .....	175.00	215.00
6. B.L. Miss America Boat	225.00	295.00
6. Bert Lane Fire Engine	250.00	350.00
6. Capitol Donald Duck ..	250.00	325.00
4. Capitol Elsie .....	150.00	200.00
4. Capitol Palomino Horse	195.00	275.00
6. Capitol See Saw .....	125.00	295.00
6. Chicago Coin Super Jet	125.00	275.00
4. Chicago Round The World Trainer .....	250.00	295.00
4. Deco Merry-Go-Round ..	195.00	225.00
4. Deco Space Ranger ...	225.00	295.00
4. Exhibit Big Broncho ..	275.00	295.00
6. Exhibit Mustang .....	295.00	350.00
4. Exhibit Sea Skates ...	125.00	225.00
4. Exhibit Space Patrol ...	125.00	195.00
4. Exhibit Rudolph The Reindeer .....	250.00	300.00
6. Scientific Television ..	175.00	250.00
6. Scientific Boat Ride ...	100.00	125.00
4. Texas Merry-Go-Round	200.00	245.00



# 53% INCREASE IN EARNINGS



Kay Austin, Wurlitzer Operator, and John Bare, Owner of the Do-Nut Dinette, Charlotte, N. C., admire TEN TOP TUNES display on Wurlitzer 2510S Phonograph.

## WITH WURLITZER TEN TOP TUNES PLAY STIMULATOR

During the first five weeks that the Ten Top Tunes Play Stimulator feature, offering 10 tunes for 50 cents, was added to the Wurlitzer Phonograph in Johnny's Do-Nut Dinette in Charlotte . . . earnings jumped 53%. During the fifth week the phonograph took in 46 half dollars.

Here is the greatest money-maker since we introduced

stereo. Have it installed on your new Wurlitzers. One button, plus an automatic plug-in selection unit, enables you to offer this MUSICAL BARGAIN for a 50-cent coin . . . at the single push of this special button. See your Wurlitzer Distributor now for details on how quickly the WURLITZER TEN TOP TUNES PLAY STIMULATOR not only pays for itself, but produces extra high earnings every week.

Look to **WURLITZER** for Leadership

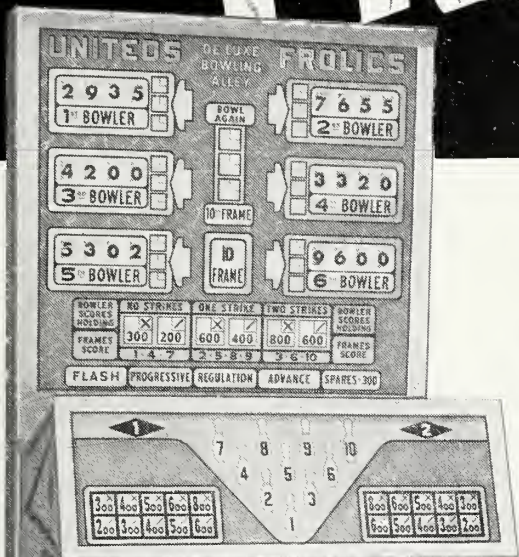
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# FROLICS

DELUXE BOWLING ALLEY



## SKILL SHOT TIMING FLASH SCORES

Traveling lights on playfield and pin-hood register changing values of Strikes and Spares

STRIKE	300	400	500	600	800	600	500	400	300
SPARE	200	300	400	500	600	500	400	300	200

Rubber Lined  
BALL RETURN

CHOICE  
OF PLAY

PROGRESSIVE  
SCORING

REGULATION  
SCORING

ADVANCE  
SCORING

(ALL SPARES FEATURE)  
MYSTERY  
SPARES  
Change Each  
Frame

1  
to  
6  
Can Play

4

SIZES

13 FT. LONG

16 FT. LONG

Expandable with  
4-ft. Sections to

17 FT. LONG

20 FT. LONG

DIME COIN MECHANISM

2 for 25c COIN MECHANISM

OPTIONAL AT EXTRA COST

13 Ft. Shipping Weight (Crated) 640 lbs.  
16 Ft. Shipping Weight (Crated) 670 lbs.

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

HIGH SPEED PLAY  
NO WAIT BETWEEN 1st and 2nd  
BALL IN SAME FRAME

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# Bally BIKINI

NEW ADVANCING  
FUTURITY GAMES

Another great  
**OK**  
feature game!

NEW TUFF-KOTE  
PLAYFIELD FINISH

## PICK-A-PLAY

buttons permit players to concentrate coin-flash in their favorite area—Blue Button for Advancing Scores—Green Button for Scoring Advantages—Red Button for combination Scores and Advantages.

# MARKSMAN



25 IN BY 66 IN BY 58 IN HIGH  
TIME ADJUSTABLE 40-50

**MORE**  
moving targets

**MORE**  
play appeal

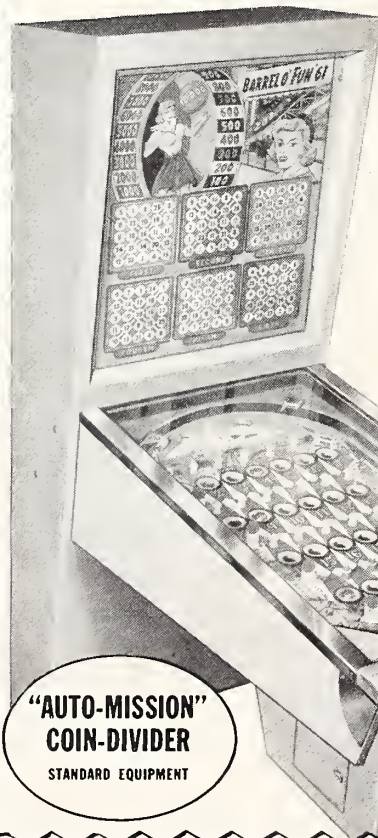
**MORE**  
earning power

**NEW**  
NON-CHIP  
PLASTIC  
TARGETS

**FAST PLAY**  
AND EXCITING ACTION  
INSURE TOP EARNINGS  
LONG LIFE ON LOCATION  
Time adjustable to 40 or 50

**100% SKILL**  
WINS WELCOME  
IN EVERY TYPE LOCATION  
FROM TAVERN TO KIDIE-LAND

# BARREL-61-FUN



All the money-making  
features of original  
BARREL-O'-FUN...now  
built into new,  
brilliantly styled  
eye-catching cabinet

Available in replay  
or non-replay  
(FUN-SPOT '61) models

New  
Easy Service  
Features

**"AUTO-MISSION"**  
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